A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 26, 1963

The United States Department of Commerce Invites You to . . .

SELL IN BELGIUM

The United States Department of Commerce Invites You to . . .

Do Business in The Netherlands

The United States Department of Commerce Invites You to . . .

Sell in France

Business Bulletins *from around the world*

AUSTRALIA—Australia and Japan signed 3-year trade agreement amending 1957 trade treaty in particular by applying full provisions of General Agreement on Tariffs and Trade. This means that Australia has abandoned her right to discriminate against Japanese goods. Although this right was written into previous treaty, it was never exercised by Australia. Australia and Japan will continue to give each other's products most-favored-nation treatment. Agreement will apply immediately on provisional basis until formally ratified. Trade between two countries under old treaty ran strongly in Australia's favor. In the 11 months to May, Australia exported goods worth over $358 million to Japan and imported goods worth some $134 million from Japan. In that time Australian wool exports to Japan alone were worth over $226 million.

BELGIUM—Culligan, U.S. firm specializing in water conditioning equipment, building plant in Diegem near Brussels. Plant, due for completion in 1964, will produce for European market.

In spite of severe winter, sales of automobiles and commercial vehicles rose to 90,000 for first 5 months of 1963, 15% over comparable 1962 period. Record sales year predicted.

BLEU imports from U.S., $146 million for first 4 months of 1963, were 2.8% lower than in 1962. U.S. still retained fourth place among BLEU's suppliers. New York dock strike seen as most important factor in decline.

FRANCE—Renault Motor Co. will build new plant, financed by $50 million capital increase. Share capital will then total $97.5 million.

Import of tugs propelled by power units of less than 700 hp. liberalized from U.S. and other countries of OECD (Organization for Economic Cooperation and Development). Tugs with higher horsepower remain subject to import license.

GHANA—Government has placed $5-million contract with Japanese shipyards for two cargo ships. These ships will be used by Government-owned Black Star Line for which Japanese interests are building two other vessels.

IRAQ—The Economic Planning Board has approved tender for civil engineering works and construction of fine textiles factory at Hilla. International tender expected to be issued within 3 months. This project will utilize synthetic yarns from rayon factory, on which construction is scheduled to begin soon at nearby Hindiya. Hilla project designed to produce 45 million yards of synthetic fabrics annually.

KENYA—Dramatic increases in both quantity and quality of Kenya's tea crop reported by U.S. Agriculture Department. Tea is Kenya's second most important export; on London market it commands price only slightly below finest Indian exports. Production in 1962 was 32% above 1961 figure.

MALAGASY—Investment Guaranty Agreement concluded between U.S. and Malagasy Republic under which U.S. investors may be insured against inconvertibility and loss from expropriation, war, revolution and insurrection.

MALAYA—Federation's first phonograph record factory, King Musical Industries, Ltd., to begin production next month with $33,333 (M$100,000) worth of machinery supplied by U.S. company. Factory expected to be capable of turning out 12,000 records per day, initially producing records from stampers and recorded tapes imported from U.S. and other countries. However, since Malaya imported only 430,472 phonograph records valued at $339,356 (M$1,048,075) during 1962, it will be some time before factory will be operating at full capacity.

A M$2 million factory for manufacturing plywood and veneer to be built in Tasek industrial estate at Ipoh, Malaya. It is expected to be completed in March 1964 and to be capable of producing 200 pieces of 4 ft. by 8 ft. plywood per hour. Company, known as Southeast Asia Lumber Corp., Ltd., has been awarded pioneer status and is reported to be entirely Malayan owned, although equipment for factory will be supplied by German company.

NETHERLANDS—Verolme's Verenigde Scheepswerven, N.V. to hold 49% participation in new shipyard Astilleros Mexicanos Verolme, S.A. in Mazatlan, Mexico. Under participation agreement, Verolme to build tankers for Pemex, Mexican state oil concern.

SOMALI REPUBLIC—Ministry of Commerce and Industry has temporarily relaxed restrictions on export of leopard skins.

Government has released summary details of long awaited 5-year plan. Total expenditure estimated at about $196 million with largest amounts allocated to: transport communications (29.3%), agriculture (17.8%), industry (15.7%) and housing, settlements and water supplies (8.2%).

SWITZERLAND—Fully automatic retail outlet for distribution of groceries and toilet articles recently opened in Zurich. Shopper may select up to 50 different items by pushing buttons located under display samples. Order is transmitted to storeroom where items selected drop on conveyor belt which brings them to shopper. Amount of bill is tabulated on screen and payment is effected by inserting coins in slot.

Switzerland has extended additional 30 million Swiss francs ($7 million) in long-term credit to India for purchases of Swiss equipment for development projects. Amount of Swiss credits to India under Federal guarantee totaled 140 million Swiss francs ($33 million) since July 1960.

TAIWAN—Cigarette-filter manufacturing plant to be set up by two U.S. businessmen, using imported machinery and raw materials. Allied Industry Corp., Ltd. will export, will also supply filters to Taiwan Tobacco and Wine Monopoly Bureau.

TURKEY—Government has further liberalized policy regarding consolidated debts and blocked accounts in Turkey to include their utilization for motion picture production and for certain expenses incurred by tourist groups of at least 20 people organized by persons who live abroad.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce. Washington, D.C. 20230.

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the cover

Businessmen all over the United States will have the chance starting Sept. 10 to learn what six European countries are interested in importing. Invitations have been extended to the series of meetings, scheduled in 26 cities, to be conducted by returning members of U.S. trade missions to the six countries. Story on page 2.

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formerly FOREIGN COMMERCE WEEKLY

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1,000 chances to sell

Businessmen in 26 cities to learn of specific Trade Mission opportunities

Twenty-four private businessmen will tell U.S. industrialists and suppliers in 26 U.S. cities during September and October about 1,000 specific opportunities to sell their products in six European countries.

The 24 businessmen—industrialists, production engineers, and trade experts from 12 states—are members of five recent U.S. Trade Missions to the Netherlands, Norway and Denmark, France, Sweden, and Belgium. The missions were sponsored by the Bureau of International Commerce, U.S. Department of Commerce.

The mission members, traveling in small groups, will report in detail, in coast to coast meetings with representatives of U.S. business and industry, on the trade opportunities uncovered during their recent European tours. The meetings will be sponsored by chambers of commerce, world trade clubs, and the Department's Field Offices.

About 4,100 business proposals from U.S. manufacturers were carried by the missions to leading firms in the six countries visited earlier this year. Names and addresses of all the European firms demonstrating the capacity to handle U.S. lines and showing specific interest in the U.S. products already have been given to American companies. As a part of this vigorous drive for export sales the missions returned with the 1,000 European proposals which they will now lay before U.S. firms.

Meetings will begin on September 10 in Boston, continuing to Chicago and Minneapolis and ending October 17 in Detroit.

Demand for U.S. Goods

The missions report that a wide range of U.S. consumer and capital goods is in demand—from "space-oriented" toys to electronic machinery. Opportunities exist for U.S. manufacturers to sell clothing and textiles; canned fruits, vegetables, and specialty foods; household appliances; textile machinery; materials handling equipment; garden tools, hardware, paint, and lumber; packaging machinery; woodworking equipment; food processing machinery; central home-heating equipment; and air conditioners for homes, stores, and public buildings.

They also report a need for machine tools; special metals and alloys, both finished and unfinished; automobile and garage accessories; medium-sized farm machinery; vending machines; specialty products that can be packaged in spray-type cans, such as disinfectants, hair sprays, and waxes; meatpacking equipment; dump trucks; and recreational and hobby equipment.

Mission Reports Available

All Trade Mission Reports are available in printed form as supplements to *International Commerce*. Copies may be obtained by contacting U.S. Department of Commerce Field Offices, or by writing direct to: Bureau of International Commerce, Office of International Trade Promotion, Washington, D.C., 20230.

The reports were also published in *International Commerce*, as follows:

- U.S. Consumer Goods Trade Mission to **France—July 8th.**
- U.S. Trade Development Mission to **Belgium—August 5th.**
- U.S. Machinery and Equipment Trade Mission to **Norway and Denmark—July 22nd.**
- U.S. Trade Development Mission to **Sweden—July 15th.**
- U.S. Trade and Industrial Equipment Mission to the **Netherlands—June 3rd.**

Mission to France

All members of the U.S. Consumer Goods Trade Mission to France will be in Chicago on Sept. 10 and in New York City, Sept. 25. Representatives of the mission will be in Atlanta, Sept. 11; Tampa, Sept. 12; New Orleans, Sept. 13; Greenville, S.C., Sept. 13; Miami, Sept. 16; Tulsa, Sept. 18; Syracuse, Sept. 24; and Philadelphia, Oct. 4.

Members of the mission to France are: Pierre B. Clemenceau, president, Grunewald Music Co., New Orleans, La.; Ray W. Cline, vice president, Belk's Department Store, Concord, N.C.; Julien Elfenbein, consultant, Haire Publishing Co., New York City; Jerry Marks, president, Lin-Brook Building Hardware, Inc., Anaheim, Calif.; Joseph F. McNalty, export division manager, Stedman Manufacturing Co., Asheboro, N.C.; and H. G. Selfridge, quality control manager, Sears Roebuck & Co., New York City.

Mission to Belgium

All members of the U.S. Trade Development Mission to Belgium will be in Minneapolis on Sept. 10 and in Houston, Oct. 2. Representatives of the Belgian mission will be in Cleveland, Sept. 11; Orlando, Sept. 11; Pittsburgh, Sept. 12; Greenville, S.C., Sept. 13; Tulsa, Sept. 18; Los Angeles, Sept. 19; Utica, N.Y., Sept. 25; Philadelphia, Oct. 4; St. Louis, Oct. 14 and 15; and Detroit, Oct. 16 and 17.

Members of the mission to Belgium are: W. Guy Chater, assistant executive vice president, Biddle Purchasing Co., New York; Richard A. Croy, chief engineer, Rockwell-Standard Corp., Utica Stamping Division, Utica, N.Y.; George M. Epstein, president, Bell Clothing House, Kenosha, Wisc.; Leonard W. Gover, vice president and department manager, Ballagh and Thrall, Inc., Philadelphia, Pa.; Framrose J. Spencer, manager, marketing division, Houston Research Institute, Inc., Houston, Tex.; and Joel S. Stahl, president and general manager, Stahl Industries Inc., Youngstown, Ohio.

Norway-Denmark

All members of the U.S. Machinery and Equipment Trade Mission to Norway and Denmark will be in Boston on Sept. 10 and in San Francisco, Oct. 2. Representatives of the mission will be in Cleveland, Sept. 11; Tampa, Sept. 11; Cincinnati, Sept. 12; New Orleans, Sept. 13; Los Angeles, Sept. 19; Seattle, Oct. 3; Worcester, Mass., Oct. 9; St. Louis, Oct. 14 and 15; and Detroit, Oct. 16 and 17.

Members of the mission to Norway and Denmark are: Martin A. Evers, president, Evers Co. of Kettering, Ohio; Richard B. Fredge, New York City, representative for the Logan Co., Newark, N.J.; William J. Gearns, vice president and general manager of Giannasca General Corp., Long Island, N.Y.; Elmer J. Hankes of Minneapolis, president of three Minnesota manufacturing firms; and James R. Turnbull of Tacoma, Wash., executive vice president of Douglas Fir Plywood Association.

Mission to Sweden

All members of the U.S. Trade Devel-

opment Mission to Sweden will be in New York City on September 12 and in San Diego, Oct. 2. Representatives of the mission will be in New Orleans, Sept. 13; Greenville, S.C., Sept. 13; Miami, Sept. 16; Tulsa, Sept. 18; Syracuse, Sept. 24; Utica, N.Y. Sept. 25; Milwaukee, Sept. 25; Seattle, Oct. 3; Philadelphia, Oct. 4; Worcester, Mass., Oct. 9; St. Louis, Oct. 14 and 15; and Detroit, Oct. 16 and 17.

Members of the mission to Sweden are: Milton Granquist, president, Milton Granquist Co., Minneapolis, Minn.; Bernard F. Coggan, president, San Diego (Calif.) International Investment Corp. and corporate vice president of operations, Douglas Aircraft Corp.; Hollis Day, president, Day's Tailor-D Clothing, Inc., Tacoma, Wash., and official of three other clothing manufacturing firms; Richard A. Hawkins, manager, export department of Goodman Manufacturing Co., Chicago, Ill.; and J. Henry Dowdy, vice president of Main Drug Co., High Point, N.C., a firm that operates 15 supermarket-stores.

Netherlands

Representatives of the U.S. Trade and Industrial Equipment Mission to the Netherlands will be in Orlando on Sept. 11; Cleveland, Sept. 11; Tampa, Sept. 12; Cincinnati, Sept. 12; New Orleans, Sept. 13; Syracuse, Sept. 24; Utica, Sept. 25; and Worcester, Oct. 9.

Members of the mission to the Netherlands are: Mrs. Mildred Owin Andrews, Vienna, Va., executive secretary, American Textile Machinery Association; E. W. Barnwell, president, Apex Corp. of Roseville, Mich.; Jack Gomperts, president, Calagrex, Inc., San Francisco; Louis E. Nordholt, vice president, Tenco Inc., Nashville, Tenn.; W. D. Rosenfeld, vice president, Robert Morton Co., Glendale, Calif.; and Walter D. Voelker, consulting engineer, Philadelphia, Pa.

Trade balance up but larger net payments increase imbalance

The U.S. trade balance in the second quarter improved over the first by more than $300 million, and reached an annual rate of $5.3 billion. However, larger net payments on other accounts, especially capital transactions, resulted in a deterioration in the overall balance of international payments, according to the Office of Business Economics, U.S. Department of Commerce.

Private capital outflows during the first and second quarters were unusually large, and contributed importantly to the adverse balance during that period. Recently announced measures by the Government are designed to stem the outflow of capital and improve the balance from that experienced in the first half of the year.

The deficit, measured as the change in monetary reserves and freely usable dollar assets held by foreigners without allowance for net receipts from special Government transactions, was about $1,220 million in the second quarter compared with $780 million in the first. Seasonal adjustments would raise each of these figures by slightly more than $100 million. The deficit for 1962 as a whole was $3.6 billion; for 1961 $3.0 billion; and for 1960 $3.9 billion.

The special Government transactions include receipts from advance debt repayments by foreign countries, sales of foreign loan obligations prior to maturity and net advances on military orders. The net receipts on these transactions were $48 million in the first quarter and $47 million in the second.

Bond sales to banks

The special transactions also include sales to foreign central banks of non-marketable medium term Government bonds denominated in dollars or in foreign currencies. Some of these bonds are convertible at short notice into freely usable cash in order to be eligible for purchase by these banks. It is anticipated that these banks will hold them to maturity, which would help to reduce the pressure on U.S. gold stock. Foreign holdings of non-convertible medium term bonds increased by $63 million during the first quarter, but decreased by $10 million during the second. Foreign holdings of convertible bonds increased in the first quarter by $350 million and in the second quarter by $152 million. Besides new sales of such bonds these figures also reflect an exchange of non-convertible to convertible bonds amounting to $75 million.

Increases in foreign deposits in U.S. banks and in foreign holdings of short-term or marketable Government securities and other liquid investments were up from about $290 million in the first quarter to about $900 million in the second, while reserve assets of U.S. monetary authorities declined by about $124 million, compared with a drop of $32 million in the first quarter. The decline in the monetary gold stock was about the same in the two quarters, $111 million in the first, $116 million in the second.

Seasonable adjustments

The deficit when measured by the decline in official reserve assets, the increase in foreign bank deposits, short-term or marketable Government securities and non-marketable but convertible Government bonds, increased after allowing for seasonal factors from about $800 million in the first quarter to about $1.3 billion in the second. Omitting the non-marketable convertible bonds from this measure, the deficit rose from about $450 million to $1,150 million.

Merchandise exports, after seasonal adjustment, were nearly $5.5 billion, or $22 billion at an annual rate. This compares with not quite $5 billion, or nearly $20 billion at an annual rate in the previous quarter. Perhaps $300-350 million of the increase may be attributed to the dockworker strike in January, which reduced exports in the first quarter and raised them in the second.

Merchandise imports rose by about $200 million from the first to the second quarter; about half of this may have been due to the strike.

Private outflow up

The outflow of private capital which was estimated to have been about $1 billion in the first quarter may have risen—according to preliminary and partial information—to well over $1½ billion. Long- and short-term bank loans rose sharply from the exceptionally low level of the first quarter. For the first half of the year net bank loans were at an annual rate which was considerably higher than last year. Purchases of newly issued securities were nearly $½ billion in the second quarter and for the first half year were close to $1 billion. This amount was not much less than for the year 1962 as a whole, and almost double the amounts purchased in each of the years 1960 and 1961. Government grants and loans to foreign countries were also up from the previous quarter. To some extent the rise in bank loans and Government capital outflow was directly related to the rise in exports.

Exporters develop rich markets for non-manufactured products in Latin America, Europe, Japan

Virginia poultry processor recoups some Common Market losses by selling hatching eggs and breeder stock baby chicks. South Carolina peaches popular in Europe

By WILLIAM KURYLCHEK
Staff Writer

While the U.S. Government continues to negotiate tariff barriers on poultry with European Common Market countries, businessmen here are developing profitable markets for other non-manufactured products.

A partial list of the more recent successful exports in this category, accomplished with assistance from world-wide resources of the Bureau of International Commerce, includes:

- Hatching eggs and breeder stock baby chicks from Virginia (a State hit hard by the poultry tariff).
- Texas carrots packed in polyethylene bags.
- Fresh South Carolina peaches.
- Western U.S. hides and skins.

Eggs and chicks

Virginia, leader in the development of U.S. poultry export, has been virtually wiped out of the European market because of increased tariff and gateway prices on U.S. processed frozen broilers and fryers. Her poultry processors stand to lose $7.5 million annually, with another $30 million lost by Virginia's related industries.

While visiting two of Virginia's largest poultry processors last year to evaluate effects of the tariff barriers on sales, the Richmond field office director from the U.S. Department of Commerce noted that both firms maintained their own breeder farms and hatcheries. He also noted that they were curtailing their breeder stock and hatchery operations.

Figuring that at least a portion of the State's poultry business could be saved if these items could be exported, he examined the possibility of exporting hatching eggs and breeder stock baby chicks.

Bureau of International Commerce statistics revealed that $9.4 million worth of hatching eggs and $7 million worth of baby chicks were exported from the U.S. in 1961. The U.S. Government official then checked trade lists for overseas hatcheries and poultry farmers and gave them to one of the firms, a Richmond area poultry processor who mailed out brochures.

LEATHER PROMOTION: Successful Japanese leather promotion by U.S. stresses beauty, prestige value.

Results were gratifying. Exports of hatching eggs (with repeat orders) were made to Venezuela, Austria, Switzerland, Italy and British Guiana. Largest contract, 120 cases of hatching eggs per week for 5 months, went to Venezuela. A minimum order consists of 25 cases of hatching eggs of 12 dozen each.

Breeder stock chicks in quantities ranging from the 250 minimum to 3,000 have been exported to Italy, Venezuela, Dutch Guiana, British Guiana, Chile, Sweden and Mexico. And a recent contract will furnish 100,000 chicks to a Mexican farm in September.

Before the poultry tariff problems with Europe, the Richmond firm's processing plant employed about 200 persons and paid considerable overtime. It now employs only 150, has no overtime, and made a payroll cut of 50 percent.

As a result of the extra export business, the breeder farm and hatchery operation is going at near full capacity. The firm, which asked to remain anonymous, is so enthusiastic about the potential of this phase of their operation that they want special trade lists for numerous countries to expand even further.

Carrots

First shipments of carrots from Texas wrapped in 1-pound polyethylene bags stole the show at London's Spitalfields Market, commanding top prices for their garden-fresh, unmarred appearance.

A familiar sight to most Americans, the fresh, clean carrots in clear plastic bags made their first appearance across the Atlantic after an 18-day trip from the Brownsville, Texas plant of F. H. Vahlsing, Inc., one of the largest U.S. growers and shippers of fresh produce.

London dockyard stevedores, using the traditional street market headcarry, found the new bagged carrots exceptionally clean and easy to handle. The first London consignment to Percy Dalton (London) Limited contained 15,000 of the 1-pound polyethylene bags, packed 48 to an open mesh sack for easier unloading.

For comparison, similar shipments were made with 50 pounds of loose carrots packed in the same type of open mesh bag. Large shipping bags made of high-density polyethylene film were also tried in later shipment. Bakelite polyethylene resins supplied by Union Carbide Plastics Company were used for both the small 1-pound packages and the large 50-pound shipping bags.

Peaches

The South Carolina Farm Bureau Marketing Association opened a new market for their agricultural products by shipping "Queen" and "Princess" brand fresh peaches to The Netherlands last June (INTERNATIONAL COMMERCE, June 24, p. 8).

A canvas of organizations and people involved in the peach exports emphasizes a profitable market for this fruit.

Companies and organizations making the shipments this year have done so with financial success. Profits varied with each shipment; but across the board, all of them have proved profitable.

The 1964 outlook is favorable—both the South Carolina Farm Bureau and independent exporters are making plans for future shipments.

This year's South Carolina peach crop has been abnormally large, and the quality has been good. Much credit for the highly stabilized prices has been given to the publicity surrounding the peach exports. Dollar value of the exports has been relatively insignificant to the market, but publicity received on the existence of new markets has assisted in holding prices up.

When the peaches were first exported last June, the domestic market was almost twice as high as it had been during the same period in 1962, when thousands of bushels of South Carolina peaches were destroyed because of the low market.

Assisting in the development of the peach export program in South Carolina is the U.S. Department of Commerce field office in Charleston, where numerous contacts are made through use of the Department's trade lists and basic marketing data.

Hides and skins

The Japanese economy, moving ahead at an average rate of 10 percent a year since 1956, spent $23 million for U.S. hides and skins in 1960. This was boosted to $27 million in two years by a successful leather promotion program organized by the U.S. Foreign Agricultural Service (FAS).

Recognizing the leather potential in the prosperous Japanese market, FAS engaged the J. Walter Thompson advertising agency to promote leather by television, radio, newspapers, magazines and other media. Cooperators in the program were the Western Meat Packers Association in the U.S. and the All Japan Leather Association.

Financed jointly by all three, the project was aimed primarily at increasing the use of leather in Japan for industrial use,

Texas carrots arrive garden-fresh

TEXAS CARROTS: The first large transoceanic shipments of fresh carrots from the U.S. recently arrived at London markets in excellent condition packed in polyethylene film bags. London dockyard stevedores, using the traditional street market headcarry found the new bagged carrots exceptionally clean and easy to handle. Prime market items, the carrots drew down top prices in competition with other products.

and in luggage, shoes, and clothing.

The Japanese leather promotion carried out two basic themes—beauty and prestige value and the utility of genuine leather products. Car-cards, exposed to an estimated 2 million commuters daily in Tokyo and Osaka, graphically advertised the benefits of leather as "the final touch to a gorgeous outfit." The cards reminded passengers that leather is the "key accessory, gives you a shine, and makes you more attractive."

About half of the promotion budget was spent for newspaper and magazine advertising. Radio, television, and motion pictures were used extensively. Point-of-sale advertising was used mainly during "Leather Weeks," given at leading department stores in the larger cities.

Before the leather promotion campaign, U.S. West Coast producers received about 15 percent less for hides than Eastern U.S. producers because of shipping costs to Midwest and Northeast U.S. tanning centers. But now that U.S hides are in demand in Japan, Western hide prices to producers are equal to, and sometimes higher than, those in the U.S. And cattle prices are up as much as $3 per head.

Japan produced more than 40 million pairs of shoes in 1962, a 100 percent increase over output in the early 50's. Projected 1963 production is 45 million. Meanwhile, U.S. hides and skins have been moving in bigger volume to Japanese tanners. Last year U.S. raw hides accounted for nearly 73 percent of total Japanase hide imports, compared with only 50 percent in 1959.

Japan's growing economy, currently constituting a $1.4 billion sales market for U.S. goods, could rise to $2.5 billion by 1970, according to Eugene M. Braderman, Director, Bureau of International Commerce. "This is another indicator," he said, "of the popularity of U.S. products, both industrial and farm."

Philippines get advance on '63-'64 U.S. textile quota

Following the early filling of the U.S. import quota for women's dresses, including infants' wear, from the Philippines, the U.S. Government announced today that it had agreed to an advance of 30,000 dozen to be used during the remainder of the current restraint period expiring October 24, 1963. This amount will be deducted from the quota to be established for this category (Category 53) for the year beginning October 25, 1963.

The U.S. Government is also proposing that representatives of the 2 governments meet at an early date for a general review of U.S.-Philippine trade in all 64 cotton textile categories. These discussions would be designed to arrive at an agreement which would expire on September 30, 1967.

Conversion values of European currencies

By PAUL A. MAYER

Bureau of International Commerce

The value of all principal European currencies both in terms of dollars and in terms of other principal European currencies, is shown in the accompanying table.

The table can be read "both ways;" e.g., it shows that $1 buys 7 shillings and two pence (line 1), and also that £1 buys $2.80 (line 7). A reader interested in, say, Belgium and Holland, will find the following pertinent relations:

- 100 Belgian francs buys $2.00 or 7.20 Dutch florins (line 3),
- 100 Dutch florins buys $27.74 or 1,388.89 Belgian francs (line 9),
- 1 U.S. dollar buys 50 Belgian francs or 3.60 Dutch florins (line 1).

The figures are based on official exchange rates. It is planned to update the table in 3-month intervals, unless significant changes in valuation warrant earlier revision. It should be noted, however, that the table is no more than a rough desk tool. In all cases of close financial calculations, up-to-the minute information must be obtained from banks or finance institutions specializing in foreign exchange.

Country	Currency Units	Value in		$	S	Bfrs	Dkr	Ffrs	DM	£ s d	Lire	Hfl	Nkr	Esc	Pts	Skr	Sfrs
U.S.A.	Dollars	$	1	Read	25.32	50.00	6.91	4.90	3.98	–. 7. 2	621	3.60	7.14	28.57	60	5.19	4.32
Austria	Schillings	S	100	3.95	Inter-	197.47	27.29	19.35	15.72	1. 7.11	2,453	14.22	28.20	112.84	237	20.50	17.06
Belgium	Belgian Francs	Bfrs	100	2.00	50.64	[illegible]	13.82	9.80	7.96	–.14. 2	1,242	7.20	14.28	57.14	120	10.38	8.64
Denmark	Danish Kroner	Dkr	100	14.48	366.96	723.59	Com-	70.91	57.60	5. 2. 6	8,986	52.10	103.33	413.46	869	75.11	62.52
France	French Francs	Ffrs	100	20.41	516.73	1,020.41	141.02	each	81.22	7. 4. 7	12,673	73.47	145.71	583.04	1,224	105.92	88.16
Germany	Deutschemark	DM	100	25.11	636.18	1,256.28	173.62	123.12	week.	8.18. 0	15,603	90.45	179.40	717.84	1,508	130.40	108.54
Great Britain	Pounds	£	1.–.–	2.80	71.49	141.18	19.51	13.84	11.24	a	1,753	10.16	20.00	80.67	169	14.65	12.22
Italy	Lire	Lire	1,000	1.61	40.77	80.52	11.13	7.89	6.41	–.11. 5	helps	5.80	11.50	46.01	97	8.36	6.96
Netherlands	Holl. Florins	Hfl	100	27.74	703.33	1,388.89	191.94	136.11	110.56	9.16. 9	17,250	you	198.33	793.61	1,667	144.17	120.00
Norway	Norw. Kroner	Nkr	100	14.00	354.62	700.30	96.75	68.63	55.74	4.19. 2	8,637	50.42	sell	400.14	840	72.69	60.50
Portugal	Escudos	Esc	100	3.50	88.62	175.00	24.19	17.15	13.93	1. 4.10	2,174	12.60	24.99	your	210	18.17	15.12
Spain	Pesetas	Pts	100	1.68	42.20	83.33	11.52	8.17	6.63	–.11.10	1.035	6.00	11.90	47.61	product	8.65	7.20
Sweden	Swedish Kroner	Skr	100	19.27	487.86	963.39	133.14	94.41	76.69	6.16. 6	11,965	69.36	137.57	550.48	1,156	works	83.24
Switzerland	Swiss Francs	Sfrs	100	23.17	586.11	1,157.41	159.95	113.43	92.13	8. 3.11	14,375	83.33	165.28	661.34	1,389	120.14	write.

Robertson

Morgan

Sheehey

Lane

Gale

Schnellbacher

TO SEE VIRGINIA PORT

Virginia World Trade meet to hear national leaders discuss export growth plans

October 17-18 meeting to feature panel discussions and talks on means of improving export volume; business, industry and government experts to attend

Business, industry and government are well represented among the speakers scheduled for the fifteenth annual Virginia World Trade Conference, October 17-18 at Norfolk.

The conference kicks off on October 17 with a morning panel on "Exporting United States Products." Participants and their topics include Henry G. Sheehy, president of the Foreign Credit Insurance Association, New York, "Credit and Insurance;" William H. Lukens, special consultant of the R.M. Hollingshead Corp., Camden, N.J., on "Special Problems of Exporters;" E.E. Schnellbacher, assistant director of the Bureau of International Commerce, U.S. Department of Commerce, on "Government Services;" Thomas S. Morgan, president of the International Corporation, Atlanta, on "How To Enter the Export Field;" and Ben P. Lane, export manager of the Joy Manufacturing Company, New York, on "Marketing Overseas."

In a morning panel on the following day, these panel members with the addition of Osmond A. Jackson, vice president of the Continental Illinois National Bank and Trust Company of Chicago, will conduct a workshop on "Export Know-How."

U.S. in world trade

"The U.S. Position in World Trade" will be the topic of A.R. Gale, president of Studebaker International, South Bend, Ind., when he addresses the October 17 luncheon session. An afternoon bus tour will include stops at the Norfolk Naval Base, the Norfolk & Western general cargo piers and the Chesapeake Bay Bridge-Tunnel. A buffet and entertainment featuring the Granby High School Glee Club will complete the day's activities.

Adm. David H. Clark, executive director of the Virginia State Ports Authority, and members of his staff will present a progress report on the facilities program of Hampton Roads following breakfast on October 18.

To discuss alliance

The October 18 luncheon speaker will be Peter R. Nehemkes, Jr. of the Whirlpool Corporation, Washington. His topic will be "Latin America and the Alliance for Progress." A ladies' luncheon will also be held on October 18 and co-chairmen of this event are Mrs. Eldridge H. Whitehurst and Mrs. Emma G. Saunders of the Virginia State Ports Authority.

Students from 32 colleges and universities will participate in the challenging Student Forum on the afternoon of October 18. Presiding will be Forrest E. Keller of the Graduate School of Business Administration at the University of Virginia.

Sen. A. Willis Robertson will deliver the annual banquet address on October 18, using "U.S. Balance of Payments" as his topic. The Hampton Roads Foreign Commerce Club award will also be presented at the banquet.

Eldridge H. Whitehurst of Norfolk, vice president of the Curtis Bay Towing Company of Virginia, is chairman of the conference. James N. Crumbley, assistant general manager of the Norfolk Port and Industrial Authority, is the conference's program chairman.

June traffic at all-time high in Port of San Diego

Revenue tonnage moving across docks of the Port of San Diego in June scored the highest one month total in the port's history, according to the San Diego Unified Port District. Tonnage handled during June was 70,434, as compared with 41,472 tons in the same month of 1962.

Preliminary figures for the fiscal year 1962-63 show imports up by 15%; exports up 33%; bunkers up by 4% and vessel calls up 28%. Only domestic trade, reflecting the pattern of recent years, showed a decline of 1%.

PENICILLIN EXPORTS

U.S. penicillin exports in dosage form were lower in 1962 than in 1960, but those of bulk penicillin rose over the period. Exports of other antibiotics have followed a similar trend. The reason is that Latin America, India, and Western Europe are increasing their production capacity for end products produced from bulk antibiotics, and imports in dosage form are restricted to needs that cannot be met by domestic production.

ITALY ON WINGS

Italian airport commerce scored new gains in the first quarter of 1963. As compared with January-March 1962, commerce increased by 28.5% for mail, express and freight and by 14.7% for passengers.

U.S. Trade Mission will visit Venezuela in February 1964

To develop export opportunities in country of increasing industrialization; to recruit members

An official U.S. Industrial Expansion Trade Mission to Venezuela is scheduled by the Department of Commerce for the 4-week period February 22-March 22, 1964.

The U.S. share of the Venezuelan market has declined in the years since the war as a result of growing competition from other foreign sources. A continuously accelerating change of import patterns, however—from finished goods to capital equipment, raw materials, and semifinished goods and components—reflects the country's growth in industrialization and business enterprises.

To serve as intermediary

Greater participation on the part of U.S. businessmen in Venezuela's industrial expansion, it is felt, would redound to the mutual benefit of both countries. The Mission will serve as an intermediary to pinpoint specific opportunities and put the interested parties from the United States and Venezuela in contact with each other. Business proposals from U.S. firms are being solicited for the Mission to take to Venezuela. Similarly, while in Venezuela, the Mission through individual meetings with businessmen there, will expect to report back to the U.S. business community opportunities offered by Venezuelan firms.

New American investments in Venezuela in the form of equipment and services rather than dollars probably could be developed in substantial degree. It is hoped that an important long-term result would be continued orientation of the Venezuelan market to sources of supplies in the United States.

An operating plan for the Mission is being developed with the U.S. Embassy in Caracas and leading Venezuelan businessmen and trade organizations. A day-by-day schedule of meetings and conferences will be programed for the Mission. A Trade Information Center will be established at Caracas where the Mission will confer with individual businessmen. Other cities to be programed will include Maracaibo, Maracay, and Valencia. A number of plant and industrial site visits also are planned to such cities as Puerto La Cruz, Barquisimeto, San Cristobal, and Santo Tomedela Guayana.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Members to be recruited

Five businessmen with specific backgrounds, as described below, in metalworking, food processing and merchandising, small-scale industries, or joint ventures and licensing, will be recruited for the Mission. Applicants wishing to volunteer their services are requested to make known their availability to the Bureau of International Commerce, Director of the Trade Missions Program, Department of Commerce, Washington, D.C. 20230, or to any Commerce Department Field Office.

Metalworking

Experienced in the uses and end products of a wide range of standard and specialized metalworking machinery and equipment with particular emphasis on small-scale production and repair services. Practical knowledge of the types of equipment required for establishment of metalworking shops and functions of specific pieces of equipment. Well informed on U.S. sources of supply and competitive advantages of U.S. equipment.

Food processing, merchandising

Experienced in processing a variety of food products, knowledgeable of latest U.S. processing, canning, and packaging techniques and equipment required. Acquainted with marketing and packaging procedures employed in the United States for fresh fruits and vegetables and informed on utilization of nonfood products of slaughter houses.

Small-scale industries

Acquainted with manufacturing processes of the widest possible range of small scale industries. Ability to identify the machinery and equipment required for a variety of such enterprises associated with a developing economy. Aware of availability of such equipment from U.S. suppliers, and competitive advantages. Familiar with technical skills required, and with packaged plant concepts and availability.

Joint ventures, licensing

Knowledgeable and experienced in actual development and conclusion of joint venture or licensing arrangements between U.S. and foreign firms. Familiar with all aspects of joint venture negotiations including presentation of the proposal, facts to be included, and nature of such agreements, as well as licensing the business terms of such arrangements; procedure for applying for license to manufacture U.S. patented or trademarked products, benefits and problems of manufacturing under license. General familiarity with U.S. export trade practices, procedures, and documentation, and knowledge of medium-term export financing.

Mission to service Business Proposals from U.S. firms

Closing date for submitting information is December 15

U.S. firms interested in doing business in Venezuela, especially on a joint-venture, investment, or licensing basis, are invited to submit their Business Proposals to the Director of the U.S. Industrial Expansion Trade Mission to Venezuela. The closing date for receipt of Business Proposals is December 15.

Business Proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Venezuela prior to arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after

consultation with a Mission member on a specific U.S. proposal. U.S. firms will be provided with the names of those companies in Venezuela which express a definite interest in their Business Proposals in order that follow-up action can be taken.

To submit proposal

To submit a Business Proposal, please answer the questions below and submit with two copies to the Bureau of International Commerce, Director of U.S. Industrial Expansion Trade Mission, Department of Commerce, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of submitting firm, catalogs, and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

Organizations representing several firms may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

Firms which offer a variety of products are asked to summarize them by commodity groups.

Printed material on products or services may be included with Business Proposals for distribution to firms in Venezuela. However, no more than 50 single sheets can be shipped abroad for each Business Proposal.

Summary

A booklet containing a summary of each Business Proposal will be distributed in Venezuela. A summary, in 35 words or less, must be included with each Business Proposal submitted.

Market profile—Venezuela

Area: 352,141 square miles, about one and one-third the size of Texas.

Population: 8 million, of which more than half is under 21. Increasing at an annual rate of 3%.

Principal cities: Caracas (1.3 million in metropolitan area); Maracaibo (421,166); Barquisimeto (199,691); Valencia (163,601).

Currency: Bolivar (1 bolivar = about US$0.22 at controlled free rate of exchange).

Gross national product: $7.5 billion (1962). Growing rapidly at annual rate of about 6%. Petroleum accounts for about 30%; iron ore and other mining, 1.3%; agriculture, 6.9%; manufacturing, 11.2%; commerce, 14.5%; services, 15.6%; and other, 20.5%.

Per capita income: About $580 annually in U.S. purchasing power; highest per capita income in Latin America, but unevenly distributed.

Motor vehicle registration: 393,722 (1962).

Radio receivers: 565,700 (1959).

Televisions: 662,700 (1959).

Electricity consumption: 2.6 billion kilowatt hours. Installed capacity 1.2 million kilowatts.

Principal manufacturing industries: Food processing, textiles and wearing apparel, chemicals (particularly petrochemicals), wood and paper, tobacco, automotive, steel and metal fabricating, rubber and tires, shoes, cement.

Mining: Petroleum accounts for about 30% of GNP, two-thirds of Government revenues, and 92% of foreign exchange earnings. Iron ore, diamonds, gold, asbestos, coal, and salt mined on commercial scale.

Foreign trade: Total exports $2.4 billion; total imports $1.2 billion (1961). Ranked tenth in world and 2d in Latin America (1962), as a market for U.S. products.

Principal exports (1961): Petroleum and derivatives, 92.8% of all export earnings; iron ore, 5.1%; coffee, 0.9%; cacao, 0.3%.

Principal imports (1961): Machinery and material for transport, 33.2% of all imports; manufactured goods, 25.4%; foodstuffs, 14.1%; chemical products, 10.8%; raw materials, except combustibles, 4%; other, 12.7%.

Principal suppliers of imports (1961): United States, 54.9% of total imports; Federal Republic of Germany, 8.7%; Italy, 5.8%; United Kingdom, 5.4%; Japan, 3.8%.

Principal foreign markets: United States, 49.7% of all exports, direct and indirect; United Kingdom; Canada; Brazil; and Netherlands.

Official gold and foreign exchange reserves (July 1963): $706 million.

U.S. private direct investment: Estimated at about $3.5 billion, of which about two-thirds is in petroleum. Exceeded only by U.S. investments in Canada.

U.S. imports and exports fell substantially in June

The Census Bureau has announced that seasonally-adjusted June exports of domestic and foreign merchandise, excluding military assistance shipments, were 5% below May at $1,813.6 million. However, seasonally-adjusted exports were running 2% ahead of the 1962 pace during the first 6 months of 1963.

For fiscal 1963, total exports of domestic and foreign merchandise, including Military Assistance Program—Grant-Aid shipments, and unadjusted for seasonal variation, were valued at $21,839 million, an increase of about 1% over the $21,659 million reported for fiscal 1962.

Unadjusted general imports took an even sharper drop of 7% from $1,461.5 million in May to $1,356.5 million in June.

West Coast Lumbermen's Assn. Trade Mission report tells of substantial European market

Industry sponsored Mission tours UK and West Europe contacting lumber trade sources and preparing report on means of increasing exports of West Coast lumber

Primary purpose of a West Coast Lumbermen's Association lumber trade mission to the United Kingdom and West Europe (May 15-June 16) was to determine the possibility of increasing the volume of lumber exported from the Pacific Northwest to those areas.

Toward this objective, the group established contacts with lumber trade sources; studied transportation problems and handling and marketing procedures; viewed uses of lumber in housing and construction; visited remanufacturing and joinery plants and dock areas, and explored the potential for exporting merchantable grades of West Coast lumber in addition to the established clear items. They exchanged information on uses of lumber, searching for areas in which the use of lumber might be introduced or expanded.

Prior to leaving for London, the mission team attended an orientation briefing in Washington, D.C., by officials of the U.S. Department of Commerce. Mission members were greeted by Secretary of Commerce Luther H. Hodges, following which they met with specialists in the various fields of interest. The group also met with Vice President Lyndon Johnson who commended WCLA for taking the lead in setting up the program.

Find European market

The mission determined that a substantial undeveloped lumber market exists in Europe—a potential probably larger than the Europeans themselves generally recognize. Wood is held in high regard by Europeans, but its use is limited by economics and tradition. The new economic stature of Europe is resulting in changes which favor greater use of wood, particularly in residential construction. A small beginning in this direction is already evident.

The Mission concluded that, for the immediate future, opportunity for expansion of U.S. exports to Europe lies mainly in the clear grades used for joinery and finishing purposes.

Expansion of wood use may be slow. However, increased popularity of wood for paneling and other decorative uses could create a demand which would accelerate lumber consumption sharply. Cultivation of this market represents a challenge to the American lumber industry.

Use of lumber

About 80 percent of West Coast lumber imported into Europe is used in the manufacture of window sash and frames, and exterior shutters. In addition some is used for exterior siding and interior trim, shipbuilding, and other manufactures. Shutters consist of thin strips of wood which may be raised and lowered in the same manner as a venetian blind. However, the strips do not tilt, but remain on edge, with their flat surfaces parallel to the window. The shutters can be adjusted so the strips butt together for a solid closure or have a space between for partial closure. The shutters may be raised for full opening of the window. Douglas fir is generally preferred for this use because of its dimensional stability. Exterior siding is usually limited to small surfaces on masonry buildings.

The Europeans insist on clear grades of lumber for these purposes because they prefer clear finishes, usually varnish. Because of the preference for clear finish an exterior siding, millwork, etc., the development of a satisfactory exterior finish would do much to extend and hold the market for lumber for this use.

Lumber consumption

Lumber consumption in Europe is governed by economics and tradition in about equal proportions.

There is a very strong tradition in the use of brick, stone, cement and steel. This tradition is based on the concept, right or wrong, that these materials are more durable. For example, in residential construction, a builder expects the result to serve not only himself and family but his children and grand-children as well. This concept, of course, stems from the more or less sedentary nature of families through the recent history of Europe. However, time changes the old order. As

The U.S. portion of the European lumber market

The European Economic Community and the United Kingdom together imported from other countries a total of 7,275 million board feet of softwood lumber in 1961, of which the U.S. supplied 115 million board feet or 1.6 percent. Quantities imported from the principal supplying countries are shown below:

	Common Market	U.K.	Total
Austria	1,151	2	1,153
Sweden	847	604	1,451
Finland	802	976	1,778
USSR	478	672	1,150
Canada	78	602	680
United States	96	19	115
Totals	3,452	2,875	6,327

Figures indicate million board feet.

United States softwood lumber exports to Europe consist mainly of high grades and special dimensions not available from other sources. Douglas fir is the principal West Coast wood exported to these markets but hemlock, balsam fir, sitka spruce, western red cedar and California redwood are represented.

Common grades of construction lumber are obtained mainly from Finland, Sweden, Russia and Austria which can supply this type of lumber at prices below that generally possible from North America. Species imported from these sources are principally pine and spruce, commonly referred to as "redwood" and "whitewood" respectively. These woods are available only in small sizes, but they are uniform in grain and have very small tight knots which cause no problem in surfacing.

Participation of the U.S. in the supply of common lumber will depend on whether these grades can be delivered at competitive prices.

economics and educational standards rise, mobility also increases. The children and grandchildren may be less interested, even if it were economically feasible, to remain at the family homesite. Permanency of construction therefore may give way to greater variety and flexibility and possibly to greater economy of a wood residence.

The traditional use of nonwood materials is often reinforced by economics. Brick, stone, cement and steel are usually readily available, while wood generally has to be imported. All of the Western European countries are net importers of softwood lumber. The nonwood materials therefore may be cheaper than wood as a basic material in some areas. Further economy is achieved through the construction of multifamily units which utilize less materials per family unit than single-family structures. In such units wood suffers greater loss than other materials.

Modern "high-use" apartments have been given considerable impetus by the need to replace entirely large residential areas destroyed during the war. These apartments are constructed largely of concrete like a honey-comb shell, one or more cells representing a family unit. Wood use is limited mainly to front and back curtain walls which may consist of glass in a wood frame above with solid wood, vertical siding beneath. Some technical groups and builders are promoting, with increasing success, the use of wood joists and interior wood paneling and trim.

In recent years prefabricated wood construction has received attention in each of the European countries, particularly England and Germany. Construction labor shortage has created a demand for houses which can be erected with less on-site labor. This need can be met by properly engineered wood houses partially or wholly prefabricated.

However, certain factors operate against unlimited expansion in single-family wood dwellings. In some cities sprawling suburbs are discouraged, in others building codes restrict the use of wood. High land values also discourage lateral extension of residential areas and favor high-rise construction.

Cost to the consumer is probably the most significant factor limiting the sale of West Coast woods in Europe. Freight rates are believed to be mainly responsible for the difference in cost of U.S. West Coast lumber compared with that of comparable Canadian lumber. Rates on U.S. lumber may exceed those on Canadian lumber by 20% or more, owing to the fact that U.S. lumber is shipped in small parcels on conference lines, while Canadian lumber is shipped in larger quantities on charted tramp steamers. Freight rates on Scandinavian and Russian lumber are, of course, much less than those of either U.S. or Canadian lumber. Stevedoring costs in the United States also are higher than in other supplying countries.

AMSTERDAM INSPECTION: Lumber yard of N.V. Houthandel v/h William Pont was visited by Trade Mission members G. C. Edgett (center) and Strayer Pittman (taking a close-up look at the lumber).

Packaging important

Packaging of lumber is recognized as an increasingly important factor in reducing the delivered cost of lumber to European markets. Savings in loading and unloading vessels and in the distribution and storage of lumber far exceeds the nominal cost of unitizing the lumber. Packaging will increase as fork lift trucks and other handling equipment become more generally available.

The wrapping of high quality kiln dried lumber in water-proof paper to protect it from sap stain or weather damage is a refinement which will warrant consideration. However, the use of kiln dried lumber, even for joinery work, is not universal in Europe and many customers are not willing to pay for the cost of kiln drying.

Competition from tropical hardwoods is another factor of growing importance to the U.S. lumber export trade. Large clear logs of many species of hardwoods are available from West Africa and Southeast Asia at costs which make lumber produced therefrom competitive in price with U.S. lumber. These woods, because they are free of defects, are used for the same purposes as U.S. woods, namely millwork, shutters and exterior siding. They are used also for some structural purposes.

Consumer preference influences the kinds and types of lumber imported into Europe. For example, in the Netherlands, white woods (spruce, hemlock, etc.) are preferred and the pink color of Douglas fir and Scandinavia pine is considered undesirable. In Belgium the reverse is true. As indicated above certain tropical hardwoods have become very popular in Europe as an alternate to U.S. woods.

Want quality items

Quality of the product is a highly important consideration in the European trade. Complaints were registered regarding sap stain, variation of quality within grade, variation in the thickness, checking, wane and other defects which reduce the salability of the lumber to customers, who want bright, clean lumber of uniform quality. Part of these complaints stem from the normal buyer's desire to get the best value possible for the money he spends, and also from comparison with the consistently uniform characteristics of Scandinavian lumber. However, some of the complaints are real and valid.

Trade practices sometimes influence a choice of supply. Most importers, particularly the smaller ones, want prices quoted on a c.i.f. basis and credit for

60-90 days. These conditions are met by shippers in some supplying countries. Since sales are usually made on the basis of an inspection certificate, many importers urged that inspection immediately precede shipment to reduce the possibility of degrade before shipping. Inability to fix the responsibility for degrade with the shipper or shipping line has resulted in failure to obtain adjustment of claims. Instability of prices was cited as a factor discouraged business with American shippers. Importers noted that prices varied widely depending on the current domestic price of lumber in the United States, while prices of Scandinavian lumber varies much less.

In addition to price, a fundamental factor affecting the use of construction grades of West Coast Woods in Europe is the lack of knowledge of construction techniques and performance of such woods. The wider range of characteristics within grades, particularly the larger knots, presents problems not encountered in Scandinavian woods which are uniform in grain and have only small tight knots. Stress grading of northern European lumber for construction purposes is relatively simple compared with that of North American woods. Until the European architect and builder understands our woods he is likely to continue to use other woods or nonwood materials.

Must consider exports

The mission concluded that the American lumber industry must recognize export trade as a continuing and worthwhile segment of the business. Some American exporting firms are criticized by the import community as "in-and-outers," i.e., filling export orders only when the domestic business is dull. While exports currently represent a small part of total output of the American producer, a steady supply of lumber vitally affects the daily operation of the foreign agent, importer, and consumer.

Catering to the customer, even in small matters, may establish firm business relations. For example, importers frequently mentioned that their customers preferred lumber with smooth-cut ends, neatly stamped with red marks (not black). Other features which help sell lumber are waxed-ends to prevent checking and plastic protectors to prevent wire and strap from marring the edges of bundled lumber by tearing or rust stain.

Personal visits by executives of exporting firms to importers and customers would do much to assure the European importing community that the American lumber industry is interested in the export business.

U.S. is second-rate supplier of lumber in Great Britain, Trade Mission learns

Canada supplies over 95 percent of North American lumber sold in U.K.: better merchandising is essential to increase sales

A primary lesson learned by the West Coast Lumbermen's Trade Mission in the United Kingdom is that the U.S. is regarded as a second-rate supplier of lumber. The U.S. industry was criticized for providing no continuity of supply and U.S. manufacturers were described as interested in exporting only to the extent to which domestic demand fails to take care of the supply.

It is generally believed that U.S. manufacturers enter and leave the export market according to convenience. Resulting fluctuations in the price of U.S. lumber make U.K. purchasers reluctant to enter into any long-term commitments or even to do any long-term planning involving lumber from the Douglas fir region.

Lumber purchased from the North American West Coast in 1962 totaled 462 million board feet of which Canada supplied 95.7%. U.S. exporters were able to sell the remaining 4.3% only because it represented lumber unobtainable elsewhere.

Primary complaints registered against U.S. lumber:

It is irregularly sawn.

Sizes are often scant and unsuitable for use intended.

Poorly trimmed ends present unfavorable appearance.

Stenciling is unsatisfactory. Red ink is preferred to black.

There is no reliable continuity of supply.

Price fluctuations are too severe.

Chief supplier of lumber to the United Kingdom is Finland, followed by the Soviet Union, Canada, and Sweden. The mission agreed that it is improbable that U.S. suppliers will be able to compete with European or Canadian suppliers of merchantable grades unless manufacturing and shipping costs can be lowered appreciably.

Canada outsells U.S.

British Columbia, already outselling the United States 24 to one in the U.K., is aggressively promoting hemlock and cedar and threatens to capture existing markets where Douglas fir is preferred. (In reference to cedar, it was noted that the Canadian supply appears to be limited and there is a growing interest in California redwood as an alternate.)

A point favoring Canadian suppliers is that their volume is sufficient to warrant chartering ships to carry lumber to the British Isles whereas U.S. suppliers must contract for space in competition with other cargo and must ship on conference rates.

British Columbia suppliers are so highly regarded that U.K. importers indicated their willingness to pay a premium for British Columbia lumber rather than rely on other suppliers including those in the United States.

Virtually all Pacific Northwest Douglas fir sold in U.K. goes into joinery uses. The mission is of the opinion that efficient merchandising can increase the volume inasmuch as new construction will be required to keep pace with obsolescence and growth in industry and population.

Prefabrication increasing

There is a growing use of prefabrication but the mission saw little opportunity to share in the merchantable timber items for this industry unless surfaced sizes can be shipped duty free. However, lumber is used extensively in cladding and West Coast species, particularly cedar, are preferred.

Packaging was felt to offer definite opportunity inasmuch as U.S. mills are pioneers in this field and are more able to package than mills of most other supplying countries. It was also noted that the U. K. is more interested in packaged lumber than countries on the Continent. U.K. handlers generally favor a package measuring 2 by 3 feet and not exceeding 2 tons in weight.

Conclusion: More and better merchandising is essential if Pacific Northwest mills are to remain in the British market and increase their share of that market. The mission helped to create much good will within the U.K. timber trade and continuing evidence of interest in the British market would be a distinct advantage.

ITALIAN TOURISTS

In the first quarter of 1963 arrivals of foreign tourists in Italy totaled 1,894,000, up 8.8% from January-March of last year.

West Germany is best European market for lumber

Douglas fir used as finish wood and is highly regarded by users

West Germany is currently the largest European market for lumber from the United States, according to the trade mission report of the West Coast Lumbermen's Association. They imported 33,726,000 board feet of coniferous lumber from this country in 1961, half of it Douglas fir.

The German lumber market was seriously altered by World War II, the report says. Most of the area formerly served by Hamburg lumber importers now lies in East Germany, closed to normal trade. As a consequence, Hamburg agencies have been forced to develop new customers to the south. Hamburg lumber executives pointed out that, with development of the European Common Market, all West Europe will become their distribution area in from 10 to 20 years and they will be forced to compete with importers in all Common Market countries.

Much softwood is used in construction of homes, apartments, and commercial, school, and institutional buildings, but the application is largely limited to framing of walls, roofs, and doors and windows inasmuch as building codes require exposed surfaces of public buildings to be of noncombustible materials.

Prefabrication is a growing phase of the construction industry but most of the softwood lumber used is of Swedish origin. The development of prefabrication is slowed by the high cost of land, a factor encouraging the tradition of apartment dwelling.

Douglas fir is used chiefly for joinery with window units the primary application. It is considered a decorative or finish wood rather than a construction material. Much Douglas fir is used in the manufacture of ladders but competition from aluminum is increasing.

Object to stains

Primary complaints against Douglas fir dealt with cost and blue stain. Importers expressed the opinion that moderate price reductions could open up new sales possibilities, but they assured the mission that Douglas fir would continue to be used in spite of high price because it has characteristics lacking in less expensive Scandinavian pine and spruce.

Douglas fir is already highly regarded in West Germany and the market there can be expanded by intelligent merchandising. Devices winning industry approval include plastic protectors to prevent damage and/or rust marks from packaging wire or strap; red ink stenciling rather than conventional black used in U. S. mills; squared and waxed ends.

A promotional program aimed at West German architects might profit the U. S. lumber industry.

Mission membership

Members of the West Coast Lumbermen's Association Trade Mission to Europe included:

G. Cleveland Edgett (leader)
Executive Vice President, West Coast Lumbermen's Association, Portland, Oregon

William H. Schlauch
Manager, Export Department, Western Products, Georgia-Pacific Corporation, Portland, Oregon

Lantz D. Warrick
Export Manager, Simpson International, Shelton, Washington

Faval L. Foval
Executive Assistant to Marketing Manager, Long-Bell Division of International Paper Company, Longview, Washington

Strayer E. Pittman
Sales Manager, Wood Products, Bohemia Lumber Company, Inc., Culp Creek, Oregon

Marco J. Heidner
President, Pacific Lumber Exporters Association, Tacoma, Washington

A. D. McKellar
Chief, Lumber, Panels and Allied Wood Products Branch, BDSA, U.S. Department of Commerce, Washington, D.C.

The mission schedule was prepared in advance by K. C. Batchelder, Traffic Manager of West Coast Lumbermen's Association, and Joseph L. Muller, senior program officer, Trade Mission Division, Bureau of International Commerce, U.S. Department of Commerce.

Limited amounts of U.S. lumber sold in the Netherlands

Find opportunity to increase Douglas fir sales; need clears

The volume of U.S. lumber imported into the Netherlands is so small as to be regarded as insignificant, according to the West Coast Lumbermen's Association Trade Mission. The U.S. supplies less than 0.1% of total softwood imports, approximately 0.4% of total hardwood imports.

Principal factors against increased imports of Douglas fir mechantable grades were found to be color, price, and tradition.

Baltic whitewoods and West Coast hemlock are preferred for ordinary construction. Dutch importers for centuries have purchased lumber from the Scandinavian countries and Russia and see no reason to change their buying pattern unless efficiency or economy dictates a change.

Other factors against the use of lumber in general include the scarcity and resultant high price of land for individual housing, traditional preference for brick or concrete exteriors and the threat of rot in a land where much of the populated area is below sea level and the floors are but a few feet above the water table.

The timber trade in the Netherlands has been aggressively expanding markets for wood. Use of lumber "in-fill" panels in concrete structures is now highly developed. Large sash sections are employed in these components and Douglas fir and African hardwoods are preferred for quality construction.

Generally, Dutch lumber executives are critical of the U.S. attitude toward exports of lumber. They describe U.S. as "in and out of the market depending on the price of lumber at home." The Dutch ask to be treated as business equals and believe that U.S. lumber exporters would do well to define their policies clearly.

With respect to costs, they suggest that U.S. exporters might explore the feasibility of transshipping lumber to British Columbia for incorporation into Canadian cargoes with resultant reductions in transatlantic freight by as much as 15%. It was implied that coordinated shipments from the entire Pacific Northwest would be of benefit to all.

VISIT LONDON TIMBER COMPANY: Operations of the Phoenix Timber Company in London were a subject of interest to West Coast Lumbermen's Trade Mission members Lantz Warrick and Marco Heidner.

Dutch importers are interested in packaged lumber but warn of serious obstacles. Size would probably be limited to 2 by 3 feet because larger packages would be too bulky for movement through narrow passages and doorways common in the Netherlands. Furthermore, large packages would be too heavy for machine handling because of the unstable soil structure.

It was suggested that U.S. lumber and chemical industries collaborate in the development of finishes to make lumber resistant to the damp, salty atmosphere of the Netherlands. This was considered of prime importance in order to retain and expand the markets for Douglas fir, Western red cedar, and California redwood.

Generally, the attitude was friendly but businesslike. The Dutch declared that "we must import all but 5% of our softwood lumber needs and we are always searching for new sources of supply."

Concentrate on clears

Although there is a tremendous backlog in the demand for housing because of rigid government controls, there appears to be limited opportunities of increasing sales of Douglas fir clears unless prices can remain competitive with African hardwoods. With the possible exception of West Coast hemlock, the Netherlands may be written off as a market for merchantable grades and promotion efforts should concentrate on expansion of the existing market for clears.

French buy high quality Douglas fir from the U.S.

The West Coast Lumbermen's Trade Mission to Europe report shows that France produces about 85% of its softwood lumber requirements, importing the rest largely from Sweden, Finland, and the Soviet Union.

Primary consumer of softwood lumber is the construction industry, the report states. Uses include framing, flooring and glued-lamination. Commercial uses include cabinet sections, containers, boats, pallets, scaffolding, outdoor signs, furniture, and concrete forms. One of the biggest markets for Douglas fir is in the manufacture of exterior blinds.

The French pay high prices to import high quality Douglas fir from the U.S. Pacific Northwest. Accordingly they are very critical of any defects in the lumber. They complain particularly of scant cut, crossgrain, stain, excessive sap, knots, and pitch pockets. They also express displeasure with what they consider excessive price fluctuations.

Representatives of the French trade expressed displeasure at the certification policies of Pacific Lumber Inspection Bureau or West Coast Lumber Inspection Bureau, insisting that too long a time interval is allowed between certification and shipment. They also complained about the difficulty in ascertaining dates of certification.

Housing shortage

A serious shortage in housing accommodations offers potential for increased imports of lumber but the French prefer apartments which are traditionally of masonry construction. Single-family homes are popular in some areas but private owners have difficulty getting financing.

Prefabrication is being pushed but thus far has been limited to resort or vacation housing. The French Government uses prefabricated units, largely for military housing, and there is possibility that this use may lead to wider adoption for conventional housing.

The prevailing attitude is that, though Douglas fir is a high quality lumber, the United States is a marginal supplier, offering its lumber only when the domestic demand slackens. French importers tend to turn to Baltic and Scandinavian softwoods and to explore the field of plastics and other substitutes for lumber.

If U.S. exporters can meet the French demands for service and can guarantee lumber of high quality at stable prices, the market can be expanded, the report concludes. Prices are high but are comparable to those on high quality Scandinavian lumber. Stain is considered a serious problem, indicating that more attention should be paid to methods and strength of treatment.

Good demand in Italy for lumber from U.S.

There is a good demand in Italy for lumber because of the expanding economy. However, aluminum, steel, and plastics are in position to capture a sizeable share of the building material market unless effective promotional and sales efforts are applied, the West Coast Lumbermen's Association Trade Mission reported.

Italy shows no interest in importing finished woods, prefers to import raw materials and reexport finished products. Some lumber executives were interested in importing Douglas fir logs from the Pacific Northwest.

Italy produces only about one-third of its softwood lumber requirement which increased from 1,347 million board feet in 1960 to 1,504 million board feet in 1962.

Softwood lumber is used regularly in framing, floors, and roof decking in

homes and apartments. Industrial uses include concrete forms, scaffolding and temporary builders' sheds, containers, and furniture.

Milan is currently enjoying a construction boom but little lumber is involved.

There appears to be no possibility of competing with African lumbers in the manufacture of veneers but the mission saw good potential in the field of higher priced joinery items. Use of Douglas fir as exterior blinds on apartment windows is almost universal.

The Italian lumber industry in general has high regard both for Douglas fir and for the U.S. lumber industry. Spokesmen noted that they are always able to find the type or quantity of lumber required Their chief complaint was that variations within grade are excessive.

Factors against increased imports of U.S. lumber include high prices, terms of payment and unfamiliarity of Italian importers with language employed by U.S. timber trade.

Italy ranks a close second to West Germany as a valued market for Douglas fir clears. While problems appear to be of a minor nature, it should be constantly borne in mind that competitive pressures are developing from other species and substitute materials. This market can be maintained and expanded if some promotion is directed toward the architectural profession. It would be desirable to translate technical terms, descriptions, and measurements employed by U.S. trade into Italian equivalents.

Belgians prefer red pine from North Europe

The United States plays a minor role as a supplier of softwood lumber to Belgium, according to the West Coast Lumbermen's Trade Mission. This is chiefly because of Belgian preference for red pine from North Europe and the higher cost of American lumber.

Belgians have a high regard for Douglas fir because of its long lengths and the quality of the clears. However, the costs of production plus costs of freight are so high that U. S. mills are unable to offer any real competition to mills in North Europe. The U. S. market in Belgium is shrinking while the Canadian market is growing.

Primary uses of softwood lumber in Belgium are for roof framing and floor joists. Softwoods of good quality are used in built-in furniture and cabinets. Cheaper grades find uses in containers and crating. Glue-laminated construction is highly developed, particularly in school construction, but the material used is chiefly one-inch Baltic pine.

Douglas fir is used primarily for joinery, including exterior applications. It is considered a premium species in terms of both price and quality. As in other countries, Douglas fir clears are in direct competition with the African hardwoods.

Belgian lumber executives questioned the American policy of manufacturing Douglas fir lumber in even lengths exclusively, suggesting that waste might be avoided and prices lowered by producing odd lengths.

No housing shortage

Unlike other countries of West Europe, Belgium is not suffering any great housing shortage and the demand for lumber and processed wood is expected to remain static or decline in the years immediately ahead. Accordingly, U. S. lumber exporters may expect to encounter difficulty maintaining their Belgian markets and any expansion of those markets will require consideration of competitive factors. It would be unrealistic to expect the Belgian importers and handlers to abandon established and satisfactory trade relations to enter new relations with higher costs.

New Orleans opens 2nd Channel to the Gulf

The Port of New Orleans opened a second channel to the Gulf of Mexico recently.

With the sailing of the first ship from the Public Bulk Terminal, Port authorities officially marked the inauguration of the operation of the Mississippi River-Gulf Outlet, a new deep-water ship channel which provides a shorter route between the Gulf of Mexico and the heart of the port, which in 1962, set a new U.S. Gulf port record by handling better than 71.5 million tons of waterborne commercial tonnage.

The Outlet, which, upon its final completion in 1967, will provide a channel 500 feet wide by 36 feet deep, will eliminate 40 miles from the present distance from the Gulf into the Port, and will also provide much-needed room for expansion of Port and industrial facilities. Its 76-mile route stretches from the Industrial Canal in the Port to a point beyond Breton Sound in the Gulf.

The present channel, designated as an 'interim' channel, is 250 feet by the required 36 feet deep, and has navigational aids already installed. Total cost of the project, according to U.S. Army Corps of Engineers figures, will be approximately $95 million.

FCIA opens West Coast office in downtown San Francisco

The Foreign Credit Insurance Association has opened a Pacific Coast office in the San Francisco Chamber of Commerce building, 333 Pine Street.

The FCIA represents 75 member insurance companies and the Export-Import Bank of Washington, providing insurance against commercial credit risks and political risks for U.S. exporters selling on credit terms.

With the opening of the West Coast office Henry G. Sheehy, president of FCIA, announced the appointment of Donald W. Marken as Pacific Coast District manager.

"In the 17 months since FCIA has been in existence it has issued more than 1,300 short-term and 250 medium-term policies covering an aggregate limit of liability in excess of 600 million dollars," Marken said. "The Pacific Coast office has been established to assist exporters more directly in making full use of FCIA to increase their exports."

Leo J. Northart named editor of Export Trade

Leo J. Northart has been appointed editor of *Export Trade* magazine, it has been announced by Thomas B. Ashwell, publisher. Redington Fiske, editor for the past 14 years, is now consulting editor for the magazine. *Export Trade*, published for American export marketing executives and a leading magazine in its field in the U.S. in paid circulation and advertising lineage, is published by Thomas Ashwell & Company, Inc., a subsidiary of American Heritage.

Prior to this appointment, Mr. Northart was Manager of the International Management Division of the American Management Association. He was an editor of Chemical Week magazine, published by McGraw-Hill, from 1956 to 1960, and before that, served in both editorial and advertising capacities for the General Electric Company.

3M SUBSIDIARY EXPANDS

Plant facilities of the Minnesota Mining and Manufacturing Company's South African property at Heriotdale, near Johannesburg, will be expanded to become the first in South Africa to make resin and glue-bonded materials. The extension will add 5,000 sq. ft. to the office building and 60,000 sq. ft. to the factory, including the coated abrasives plant which is expected to be in production about the third quarter of this year.

Busy exporters confine skipper to cabin

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—Outside it was 92 degrees. Captain Alfred Smith, skipper of the 6000 ton Moore-McCormack freighter, Mormacowe, wiped perspiration from his forehead.

"It gets a little worse around the equator," he grinned, "but it wouldn't be so bad if I could get ashore for awhile. Sometimes I feel like a bookkeeper. I've been on board since we arrived."

Captain Smith's ship, a wartime product built when no one was thinking of inland ports, had been tied to Chicago's Navy pier for two days, following an initial voyage through the St. Lawrence Seaway on a run from Buenos Aires.

Alfred G. Smith has sailed the seas since 1942. Prior to service in the merchant marine, he played professional football as a guard for the Philadelphia Eagles, until one Sunday afternoon he looked across the yard of turf that separated him from Ziggy Czarobski, a bruising, rough-house Chicago Bear. His attention turned to photographs of winsome maidens on the white sands of Copacabana.

"The Mormacowe stopped at New York a few days ago," he said, "but with midwest cargo both directions it was less expensive to sail into Chicago than transfer freight to train or truck.

"Our competition, however, are not railroads or the trucking industry. It's the English, Germans and other foreign flags. One hundred and fifty German ships stopped here at this American port last year against only 22 from the United States ocean going fleet. This port is a rich asset for all carriers.

"The seaway has a great future," he said reflectively. "There are kinks, but then it has only been in operation since 1959. Chicago requires more pier space. Ships need to be designed in straight up and down styling, specially for travel through the locks. Eventually both of these problems will be corrected, although the United States really lags in vessel construction."

The Mormacowe had hauled hides and coffee from the Argentine and Brazil. She was returning with dry milk and yellow corn meal. Outside the window of Captain Smith's spartan office there was more action than at an Irish picnic about the time when the Houlihans feel insulted by the Clancys. Hoists, winches, cables, ropes and nets swept across 450 feet of oil splattered deck. "We leave before dawn tomorrow," said the skipper laconically. "It's rough socially."

The seaway has raised possible tonnage of visiting vessels from 4000 to 20,000 tons, although the top capacity has not been challenged. Four years ago, the Chicago port was limited to 300 foot vessels, but now handles 750 foot, block long ships.

"We take care of anything that can get through the St. Lawrence locks," said Captain John Manley, Chicago's port director. "This means ships that draw 27 feet. We're in business from mid-April to mid-November. Last year we handled 562 vessels engaged in world commerce, of which 192 tied up at Navy pier. 1963 is about 10% ahead."

Like many a freighter, the Mormacowe carries a dozen or so passengers in surgically clean staterooms, but with small deck space. Passengers have an enjoyable trip," said Captain Smith, "for we pause reasonably long at numerous ports to handle cargo. The trip costs about $30 a day."

Average running time from Chicago to the St. Lawrence locks is six days. Two more and the ship is in open seas. Port Director Manley estimates that this long way around, depending somewhat on cargo, will save up to 40% of transportation costs. 15 to 20% savings are normal.

2 East Coast firms honored for export expansion activity

Successfully compete with lower-priced goods, raise export percentage consistently

Hartford Textile Corp., New York City, and Seamless Rubber Co., Hartford, are latest winners of White House recognition for their outstanding achievement in developing sales of U.S. goods and services in overseas markets.

Hartford Textile, extruders, printers, laminators and embossers of polyethylene and vinyl plastic materials, raised their export percentage consistently in the past 3 years. Currently represented in some 36 foreign countries, with plans to invade markets in 24 more, the corporation is headed by Robert P. Magid, who accepted the honors with Max Rather, export manager.

Seamless Rubber, exporters of drug and rubber supplies, adhesive plaster and bandages, athletic equipment and nursery products, successfully competed with lower-priced goods from other overseas markets. The firm doubled its export shipments during 1952-59, and is now selling in more than 100 countries. Hans H. Bohlman, export manager, accepted the award.

William D. Carlebach, deputy director, U.S. Department of Commerce New York field office, presented the award, to both firms August 20 at the International Executives Association luncheon meeting in New York.

With the citation, signed in the name of the President by Secretary of Commerce Luther H. Hodges, "E"-for-export award winners receive a pennant for display in their plant and "E" pins for their lapels.

Hartford Textile is the 76th company to be so honored in New York State, while the Seamless Rubber Company is the fourth to receive the award in Connecticut. In all, more than 325 firms throughout the Nation now display the "E" pennant for expanding the sale of U.S. brand goods and services abroad.

GENEVA BRANCH OPENS

The First National City Bank of New York recently became the first U.S.-based bank to open a branch in Geneva. The office is located at 100 Rue de Rhône.

Fair in Frankfurt to feature consumer goods; U.S. firms invited to submit proposals

Trade Information Booth planned in move to uncover new export sales leads; products divided into 12 categories

The Frankfurt Spring Fair, traditional European marketplace for consumer goods, will be held in Frankfurt, West Germany, Feb. 16-20, 1964.

With more than a million square feet of exhibit space located in 12 exhibit halls, the Frankfurt Show is by far the largest multi-line consumer goods fair in Europe.

More than 3,000 firms will be selling at this year's fair, and attendance is expected to exceed a quarter of a million. Buyer attendance is expected to top 30,000.

12 categories

Products offered at the Fair are divided into 12 categories, all of which are distributed through the same types of market outlets. They will be heavily concentrated in the following lines: musical instruments, textiles, housewares and furniture, chinaware, gift articles, stationery, and cosmetics.

As a service to U.S. firms that want to establish or expand their sales to the lucrative West German consumer goods market, the U.S. Government will operate a Trade Information Booth. U.S. firms which intend to exhibit at this Fair either directly or through a German agent have been urged to notify the Department of Commerce at once. A special catalog of U.S. exhibitors will be prepared and mailed to important buyers throughout West Germany in advance of the Fair. Foreign Service Officers staffing the Information Booth will also direct inquirers to the exhibits of U.S. merchandise on display at the Fair.

To uncover leads

The Trade Information Booth will also be used to uncover new export sales leads for U.S. manufacturers of consumer goods. Firms are invited to send their Business Proposals for use at the Frankfurt Fair Trade Information Booth.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

These proposals will be summarized in German, without identification or address, in a booklet which will be distributed by U.S. Commercial Officers throughout West Germany before the Fair opens.

Identification will be revealed only to appropriate firms after consultation at the booth in regard to a specific proposal. U.S. firms will be provided the names of those European firms interested in their proposals so rapid follow-up action can be taken.

Business Proposals will be accepted for the following lines: musical instruments, textiles, housewares, hand tools, furniture, chinaware, gift articles, stationery and paper products, cosmetics, and small electric appliances.

To make use of the Business Proposal Service, please answer the questions below and submit with 2 copies to Bureau of International Commerce, Office of International Trade Promotion, U.S. Dept. of Commerce, Washington, D.C. 20230. Please state that your Business Proposal is for the Frankfurt Spring Fair.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, catalogs, and price lists are appropriate for this use.

Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by Nov. 16.

Thessaloniki trade fair to feature U.S. plastics

The Greek public will get a good look at U.S. know-how in plastics manufacturing during the Sept. 1-22 International Trade Fair in Thessaloniki, Greece.

An 8,000-square foot U.S. exhibition will illustrate this country's technological achievements in the field of plastics and will show how plastics are manufactured and used in science, medicine, industry, the home, sports and the arts.

The U.S. exhibition is called "Plastics U.S.A." It is particularly in keeping with industrial developments in Thessaloniki where a petrochemical industry, closely related to plastics, currently is being founded through Greek and American cooperation.

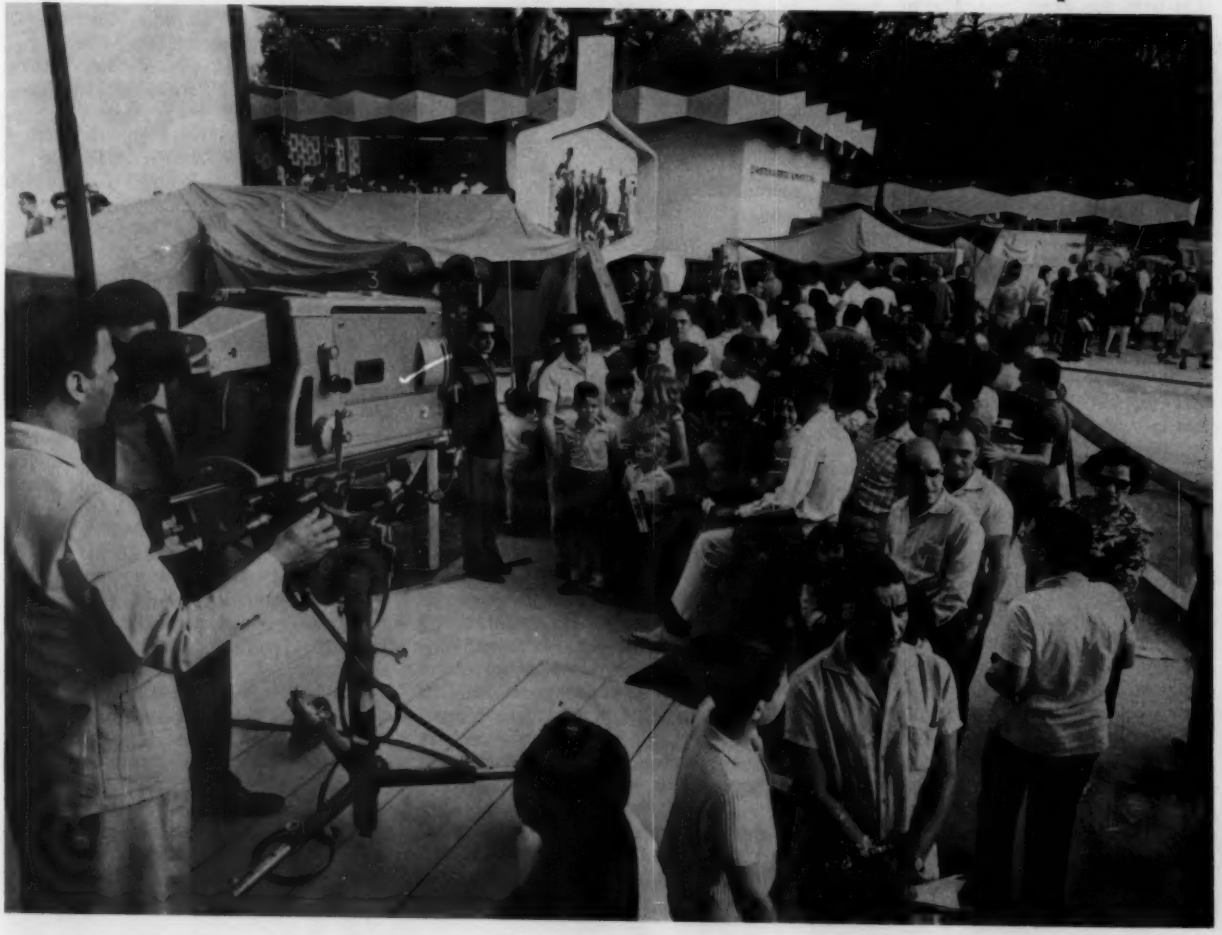
Hodges to represent U.S. at 3 European trade fairs

Secretary of Commerce Luther H. Hodges will represent the U.S. Government at 3 trade fairs in Europe during the first 2 weeks in September. He will return to Washington in time to preside at the White House Conference on Export Expansion, Sept. 17-18.

The Secretary will represent the U.S. at the International Trade Fair in Zagreb, Yugoslavia, Sept. 7; the International Trade Fair at Brno, Czechoslovakia, Sept. 9; and the International Levant Fair at Bari, Italy, Sept. 10.

U.S. exhibits at Rio de Janeiro July 19 - Aug. 18

Over 800,000 see displays of 114 U.S. exporters



Market for boating in Italy beginning to grow rapidly; U.S. goods 'much appreciated'

Trade Center show to be held in Milan late next year; U.S. firms urged to exhibit products at nautical fairs

The Italian boating and boating accessories market is in its infancy and just beginning to grow rapidly. U.S. products —especially navigation equipment and specialty items not produced locally—should sell well there.

These conclusions were drawn by Pietro Gennaro e Associati S.p.A., a firm which carried out a market survey for the U.S. Department of Commerce.

The survey was undertaken in connection with the Boats and Boating Accessories show scheduled in late 1964 at the U.S. Trade Center in Milan. Exact dates will be announced later. The Trade Center is scheduled to open toward the end of this year.

The boating market in Italy is now expanding considerably. Last year, the survey said, about 6,000 units were produced—an increase of 25-30% compared with 1961. About 85% of this production consists of wood or plastic boats for outboard engines, with the rest being made up of cabincraft (motor yachts and cruisers), semi-cabin and motorboats.

The survey reported that a large increase is expected in the demand for accessories for small craft, such as bitts, chocks, propellers, lights, hooks and handles.

In 1961, boat registrations reached 20,000 units, 13,000 for salt water and 7,000 for fresh water use.

High prices

The survey pointed out that nautical accessories imported from the U.S. "are much appreciated in Italy for their good quality" but that, on the average, these products "are two or three times more expensive than similar Italian products."

The sale price of U.S. products there is high because of the cost of transport, import duties, importers' commission (40%), and because their price at the source is higher than that of Italian products.

As a result, the survey said, U.S. firms sell the accessories "which are not produced locally—such as high precision navigation instruments used in the larger and more expensive craft."

Persons in Italy interviewed during the survey said U.S. firms may find it advantageous to revise their prices in order to increase boat sales. This, the report points out, will help them meet the competition of German and English firms which now sell at "considerably lower prices."

U.S. manufacturers in this line will benefit by "making their products more widely known by taking part in trade fairs and nautical shows." Such shows, the survey reported, are watched closely by shipyard technicians and private con[illegible]ers.

Additional information is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Business machines viewed in Bangkok

The Business Machine Show at the Trade Center in Bangkok closed on July 19 after 6,500 visitors and buyers viewed the exhibits.

Thirty-four firms, nine of them new to the Thailand market, participated. Total number of visitors reached 6,500. Local agents of U.S. firms praised the show and said it was markedly successful in increasing trade contacts and stimulating interest in business machinery.

The Business Machine Show featured many outstanding U.S. products, according to the U.S. Embassy in Bangkok. All operable machines worked smoothly, and no breakdowns were experienced. The Embassy added that sales personnel demonstrating machines were well acquainted with their products, and demonstrations were interesting, efficiently performed and effective.

Consumer products to be featured at Swedish fair

22 U.S. firms to participate in merchandising exhibition

Twenty-two U.S. firms, seeking to share in Sweden's growing consumer market, will display their products in the U.S. merchandising exhibition at St. Erik's Fair, Stockholm, Aug. 28-Sept. 8.

The U.S. commercial exhibition is part of the accelerated export expansion program of the Bureau of International Commerce, which this year includes merchandising exhibitions in big international fairs throughout the free world. St. Erik's will be the fifth such fair in which the U.S. has participated with commercial exhibitions during 1963.

Eugene M. Braderman, Director of the Bureau of International Commerce, will represent the United States at St. Erik's and during "America Day" ceremonies at the fair, Aug. 29.

A U.S. Trade Development Mission, after a survey in Sweden in the spring, reported that the country, with a high living standard and per capita income, is a ready market for many items of U.S. manufacture. Consumer goods, especially of the types to be displayed by the American manufacturers at the U.S. exhibition, were rated as being particularly appealing to the Swedish market.

The 22 participating firms will show consumer goods such as foods, fruits, candy, furniture, refrigerators, barbeque machines, dishwashers, freezers, pots and pans, vacuum cleaners, fishing gear, outboard motors, and an electronic piano and organ.

As a special feature, the U.S. exhibit will display an American home setting complete with kitchen, living room, and patio. A home economic demonstrator will prepare typical American delicacies, using the foods and kitchen appliances on display.

The U.S. will also stage a commercial exhibition at the Sept. 27-Oct. 3 Stockholm Technical Fair. About 25 U.S. manufacturers will take part in this event.

FOOD FAIR IN SPAIN

The 3rd International Preserved Foods Fair will be held in Murcia, Spain, March 25-April 10, 1964. U.S. firms have been invited to participate.

Venezuelan upswing continued thru 2d quarter; Government invites private oil proposals

Exports subjected to study by Venezuelan Bureau of Standards; several duty increases announced; export incentives adopted; bids invited on 3 cranes for Guri hydroelectric project

Venezuela's economic indicators for June continued to show improvement, with business and financial news favorable and retail sales strong, according to the U.S. Embassy in Caracas.

The Government's Matanzas steel mill reported that production had reached a 600,000 tons annual level (550,000 of steel products and 50,000 of iron).

Increasing international reserves, and a gradual growth in the money supply and of savings and time deposits have strengthened the financial base of the economy. There has been some shading of interest rates coupled with a rise in *GOV* and other bonds; also a gradual strengthening in the stock exchange and the real estate market.

The extremist campaign of sabotage, which had quieted down earlier in the month, became more active in the third week of July, with bridges and a pipeline in the interior the targets.

From mid-May through all of June and into July, business and industry generally rose substantially with the exception of construction, which through May had seemed to be doing well. Other areas showed continued uptrends with retail sales on the increase.

U.S. subsidiary

American Standard Sanitary, through its German subsidiary Ideal Standard, has made an agreement with a local firm, Frigorifico Industrial Guarico, to lend $2.8 million and technical know-how to build an integrated slaughterhouse in Venezuela with a capacity of 600 head of beef per day.

A new powdered milk plant opened at Machiques in the State of Zulia. This company is owned partly by the Government and partly by Maple Island Development Corporation of Stillwater, Minnesota. There are now 5 powdered milk plants operating in the country.

The Dutch firm, Phillips de Venezuela has announced plans for a plant in Maracay to manufacture radios, TV sets, lamps, and allied articles.

McKesson & Robbins, Inc., of the U.S. has entered into an arrangement with Laboratorios Biogen, C.A., a local pharmaceutical house, to manufacture, compound, package and market a full line of generic drugs, ethical and proprietary.

A Presidential Decree of June 25 established the designation "NORVEN" which will indicate Venezuelan products that have been produced in accordance with standards established by the Comision Venezolana de Normas Industriales (COVENIN), an agency similar to the U.S. Bureau of Standards.

The Minister of Finance presented the projected 1964 budget to Congress on July 2. It calls for expenditures of 6,349 million bolivares (one bolivar equals $0.22 at free rate), 125 million bolivares more than the initial 1963 budget. The new budget anticipates 6,185 million bolivares from taxation and other ordinary sources and 164 million bolivares derived from direct long term borrowing. The budget does not include an estimated 590 million bolivares in expenditures to be financed by long and medium term borrowing by the Government or by autonomous institutions.

Central Bank foreign exchange reserves in mid-July were unofficially reported in the neighborhood of $700 million, following petroleum company quarterly income tax payments. Although reserves can be expected to decline following the normal quarterly pattern until the next petroleum company income tax payment in October, the trend in the reserve level is upwards and it is quite possible that reserve holdings will increase by more than $100 million in 1963.

Induced stability

Dollar quotations on local stock exchanges rose to 4.56 bolivares during June as the supply of dollars diminished. At this point, however, the Central Bank intervened and stabilized the market by supplying a relatively small quantity of dollar exchange.

There was little change in indicators of banking activity during May. Savings and time deposits continued their upward trend, however, as did commercial bank loans and discounts.

The long pending merger of the Banco Republica and Banco America del Sur became official on July 1 with the creation of a new institution known as Banco Republica America del Sur. The Banco Tachira received a 6-month extension of the moratorium on its assets which expired on June 20. Reportedly some progress has been made in repaying this institution's debts to private parties. The largest creditors, however, are the Banco Central and the National Treasury.

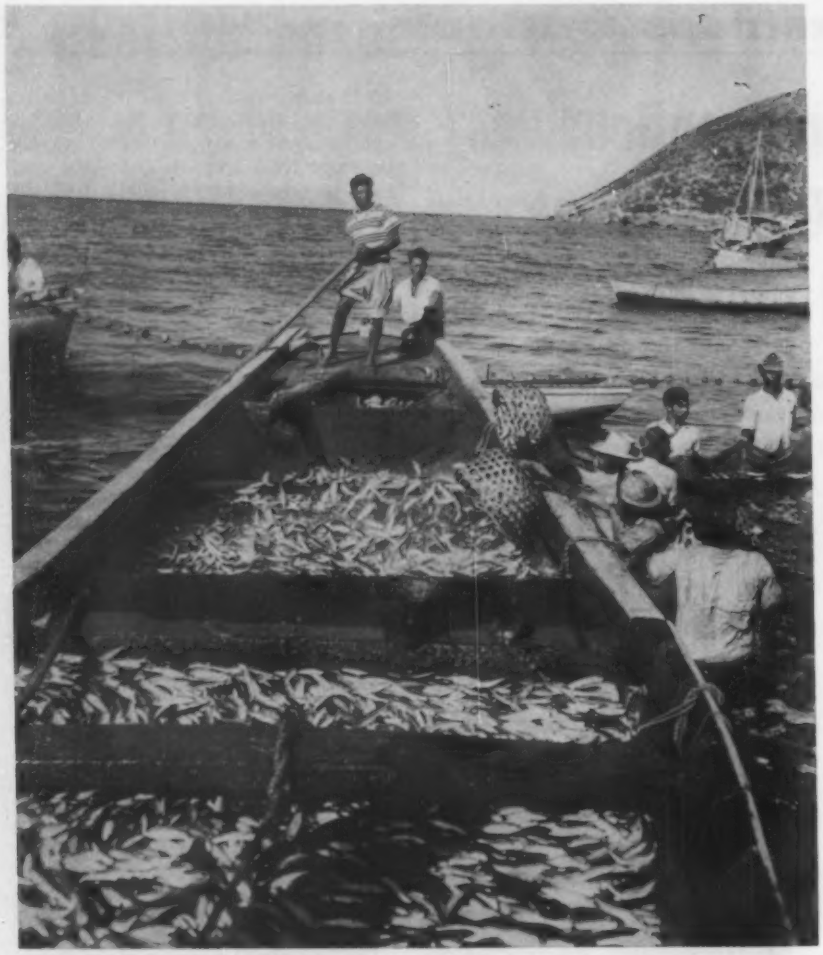
The press reports that Government officials are considering the possibility of continuing the urban housing program initiated in August of 1961, even after the 360 million bolivares allotted to this program so far have been committed. Petroleum companies provided 225 million bolivares for this program, which is credited with having had a substantial impact in reviving Venezuela's depressed construction industry and increasing urban employment.

At the Annual Assembly of the Federated Chambers of Commerce and Indus-

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.



ENTREPRENEURS SOUGHT: U.S. business executives learned during tour that Venezuela would welcome managerial know-how in a variety of fields, including food processing (fishing and sugar-industry operations are pictured on this and the opposite page), home building, automotive repair, machine-tool maintenance, food distribution, construction materials, reinsurance, and development banking. (Hamilton Wright and Standard Oil Company photographs through courtesy of Pan American Union.)

try (FEDECAMARAS) in Barcelona, the chamber presented a report on petroleum which concluded that if petroleum exploration is not stepped up through incentives and guarantees to investors, it will be impossible to meet the goal of production and reserves given in the Government's Four-Year Plan. The Assembly then approved a resolution embodying these points and also recommended that the Government avoid steps which would increase the already high petroleum production costs or impose new taxes.

The Acting Minister of Mines and Hydrocarbons, announced that the Government is interested in receiving proposals from private industry for the exploration and exploitation of petroleum by way of contracts with the Corporacion Venezolana del Petroleo (Government petroleum agency) and for private industry to inform the Ministry of what it needs to undertake new exploration programs. However, the President has announced that the Government would remain inflexible in its policy of no further concessions.

Average petroleum production for the year 1963 to July 3, 1963 was 3.288 million barrels per day (MBPD) compared to 3.196 MBPD for the same period in 1962, an increase of 2.9%. Officials now qualify predictions that the industry will meet the previously estimated 4% production increase in 1963. Estimated production for July 1963 is 3.280 MBPD. There was an average of 27 wells per week being drilled as of the week ending June 26 compared to a weekly average of 30 in 1962.

Iron ore production increased to 1,051,000 metric tons in April, but the yearly monthly average production through May 1963 was 858,000 metric tons compared to 1,123,000 metric tons in the similar period in 1962, a decrease of 264,000 metric tons or 23.5%. The Mining Division of the Ministry forecasts iron ore production for the month of June 1963 at 1,180,000 metric tons.

Buying buses

To further improve passenger transportation service within Metropolitan Caracas, Inversionista del Transporte, a Government autonomous agency, has bought 200 buses from the Mercedes Benz and Fiat plants. 100 of them will be procured from Mercedes Benz at a cost of 13 million bolivares. Fifty of the Mercedes Benz' buses were imported in finished form; the others will be chassis. Inversionista is paying 7.8 million bolivares for 100 Fiat chassis which will be assembled at the local Fiat plant. In addition, Inversionista is presently negotiating with a local consortium for construction of the 150 bodies for the chassis acquired from Mercedes Benz and Fiat.

Venezuelan and Netherlands Antilles Government representatives signed an agreement on July 12 which permits oil tankers operating from Venezuelan ports to the islands of Curacao, Aruba and Bonaire to load to "tropical" load lines prescribed by the International Loan Line Convention of 1930. This ruling permits the tankers to carry approximately 1,000 tons of additional oil cargo per voyage between these destinations.

The Corporacion Venezolana de Guayana has invited firms to qualify (before September 1) for bidding on 3 cranes for the Guri hydroelectric plant, the construction of which is expected to start before the end of the year. The characteristics are: one electric bridge crane, 650 tons capacity, 22.5 meter span; one electric bridge crane, 10 ton capacity, 12.7 meter span; and one gantry crane, 36 ton capacity, 4 meter span.

Hitachi Ltd., of Japan, submitted a bid of $1.11 million for turbines and $163,900 for 2 governors for the Guri Hydroelectric plant, the lowest of 8 bids submitted. Other bidders were Canadian (second lowest), Swiss, English, French, German and Swedish.

The contract will probably be let within 2 months.

A total of 26,634 tourists visited Venezuela during 1962. Heading the list were those from the U.S., 11,543; followed by neighboring Colombia, 4,020; the Netherlands, 1,738; Great Britain, 1,475; Ger-

many, 869; Canada, 690; Spain, 689; Argentina, 664; Mexico, 552; France, 403; Italy, 373. This represents a 25% increase over the 1961 total of 20,068 visitors.

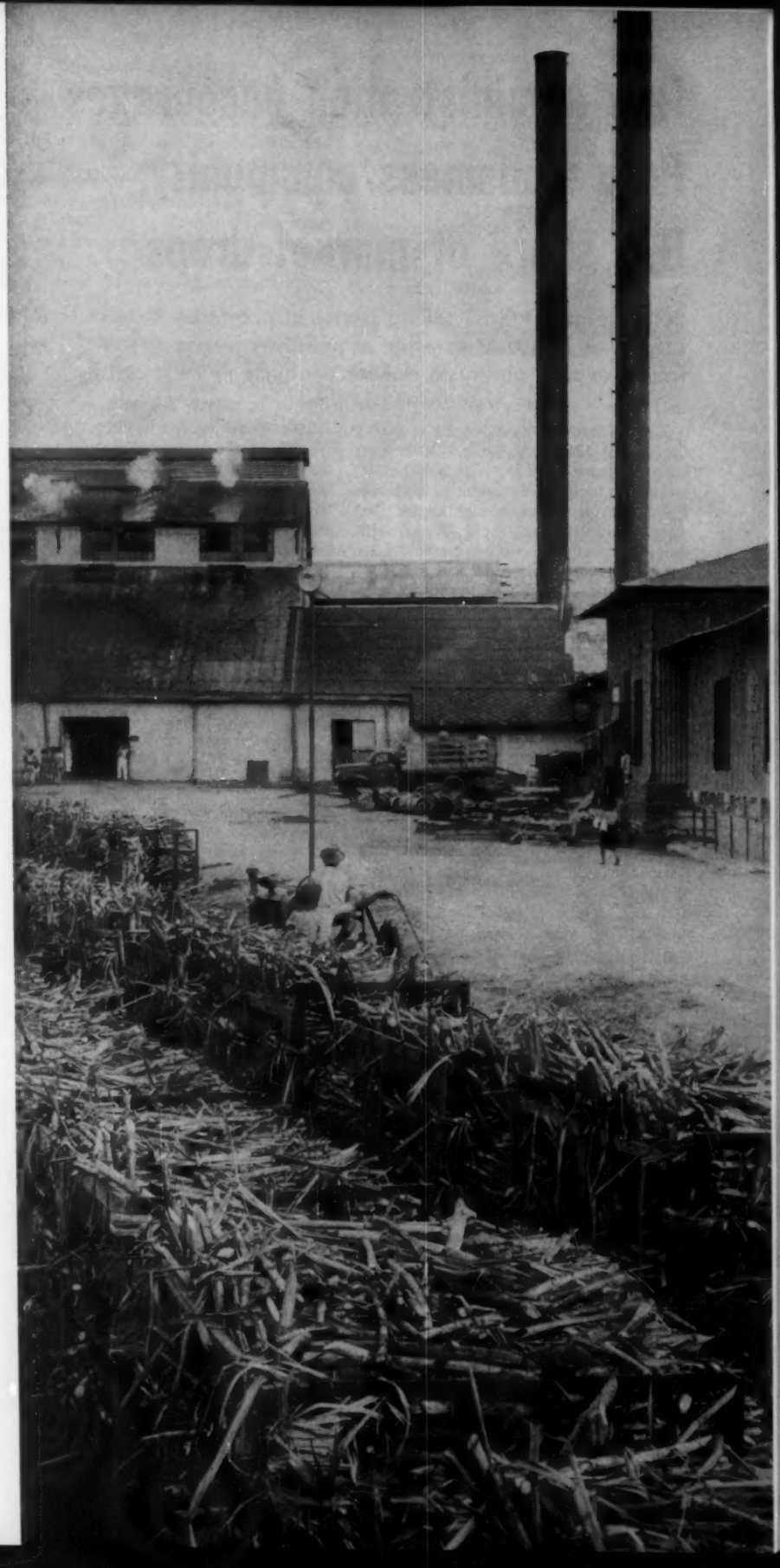
The President of the Agrarian Reform Institute (IAN) announced that as of June, 1.7 million hectares of land had been distributed in 669 settlements involving 58,000 families. He also indicated that several IAN projects would soon be initiated utilizing Alliance for Progress funds representing credits of approximately $12 million. They will be so-called "settlement consolidation and improvement type" projects such as irrigation, drainage, deforestation and hiring of various technicians.

Textile modifications

On June 25 a number of modifications were made in textile import classifications and duties were increased on a few items. On July 10 the exoneration of import duties on nylon yarn up to 150 denier was suspended on the grounds that local production is now sufficient to meet demand. On June 27 a number of nomenclature modifications were made. Simultaneously several items were made subject to prior import license, including: battery cases and lids; waterproof and fireproof paperboard; writing and drawing pencils; electric and non-electric water heaters for domestic use; workers' protective rubber boots and dehydrated vegetable soups.

Duty increases were announced at the same time, to become effective July 26, affecting wheelbarrows, fence posts, glass-fiber, reinforced plastic laminates, rigid plastic tubing, protective leather gloves and liquid soups.

In his address before the opening session of the Annual Assembly of Federated Chamber of Commerces, the Minister of Development announced the establishment of new incentives to stimulate the export of Venezuelan manufactures. He said that: **(1)** authorization of the Office of Exchange Control would no longer be required to export merchandise produced in Venezuela when that part of its value represented by components of raw materials imported at the "controlled" rate of exchange (3.35 Bolivares = $1) is less than 50% of the total value of the merchandise; **(2)** administrative procedures relative to export licensing would be simplified, eliminating licenses for certain products whose export would not jeopardize the domestic supply position (a list of such products will be prepared in collaboration with private industry); **(3)** warehousing charges for export products would be reduced up to 50%.



New administration encourages Peru's business community; U.S. share of market drops

Some consumer lines selling better in provinces than in Lima; U.S. firms reluctant to offer competitive payment terms; fail to exploit ability to deliver products more promptly

The outstanding event in Peru during the second quarter of 1963 was the election of a new President and a Congress according to the U.S. Embassy in Lima. Following pre-election campaigns that were carried out for the most part with dignity, national elections were held June 9 in an atmosphere of calmness and tranquility, with no significant incidents anywhere in the country.

The keynote of Peru's economic situation at the close of the second quarter may well have been sounded by the President of the Lima Chamber of Commerce, who declared that the electoral process had no major effect on the progress of the national economy. Like other observers, he found the country's external and internal financial position unimpaired after the elections, with stable exchange rates, no decline in stock and bond prices, little change in cost of living and price indexes, and no speculative outflow of funds. Central Reserve Bank foreign exchange assets dropped by only $3.9 million from May 31 to June 10, 1963, and were restored within a week.

Economic policies

There remained the question of the new Administration's economic and financial policies, particularly on social and economic reforms and development plans. Important elements of the business community were encouraged by some aspects of the President-elect's own campaign speeches and, following the elections, by his evident intention to seek their counsel and support.

They also found cause for satisfaction in a public statement made by the President of the Central Reserve Bank that the new President intended to maintain the existing economic system. This assurance seemed to end some of the confusing elements of the situation attributable to campaign oratory, and to ensure that the climate necessary to attract investment capital would be preserved.

In considering the business and credit picture in the second quarter of 1963, the general impression is that consumer sales were for the most part good, having been maintained at satisfactory levels for the year as a whole. Some companies selling consumer lines in the provinces reported that part of their business significantly better than their Lima sales. On the other hand, trading houses dealing in durable goods report considerable inactivity in stock sales as well as declines in direct ordering, and heavy equipment and industrial materials moved very slowly, sales for the most part being of repair and replacement requirements.

Whom to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Tel: 386-1518.

Installment sales in the first half of 1963 were 24.2% above those of the same period in 1962. The principal problem in all branches of the business community—one which seemed earlier in the year to have been satisfactorily solved, but which appeared with renewed and expanding force in the second quarter—was poor collections, reflecting the overextended condition of a large part of the business community.

According to the National Merchants Corporation, the flow of sales throughout the country from mid-year 1962 to mid-year 1963 reached an estimated 30 billion soles ($1.1 billion). Forty percent of the total, 12 billion soles ($447.6 million), were credit operations, of which more than a billion soles ($37.3 million) represented uncollectible accounts.

A surprisingly extensive imbalance in Peru's foreign trade for the first 4 months of 1963 does not seem to be causing any particular concern. The excess of imports over exports for the period was $24.2 million. Imports for the period, at $183.3 million, were 5.6% above imports in the same period of 1962, and 32.8% above those for the first 4 months of 1961. Since the foreign exchange reserves of the Central Reserve Bank were not affected, the accepted explanation is that Government imports for development projects account for a substantial portion of the increase in imports. Substantial increases occurred in imports of electrical and non-electrical machinery and apparatus, livestock for slaughter, special and technical textile products, and fertilizers. Imports of motor vehicles, chemicals and pharmaceuticals, iron and steel semi-manufactures, and fuels and lubricants decreased moderately.

Exports down

Peru's exports for the first 4 months of 1963, at $159.1 million, were 10.6% less than during the same period of 1962. Based on data for the first 3 months, it can be deduced that the setback in exports resulted from reduced shipments of cotton and copper. Exports of copper were down 26% in value for the first 3 months of 1963 compared with first quarter 1962, reflecting the effects of strikes at the Southern Peru Copper Company's Toquepala installations. The milling of ore with lower copper content, and a 50% reduction in production over an extended period due to equipment damage also contributed to the reduction in output. The withholding of large stocks at Peruvian ports in expectation of higher prices helped reduce cotton shipments. Smaller losses were recorded in the value of zinc, lead, iron ore and some petroleum exports. On the other hand, the value of sugar, coffee and fishmeal exports increased significantly, although the tonnage of fishmeal exports dropped by 5%.

The U.S. share of Peru's imports declined from 42.2% in the first quarter of 1962 to 36.2% in the same period of 1963, clearly reflecting a deteriorating position for U.S. products in the Peruvian market, with suppliers of other nations having greater success in obtaining equipment and material orders for large projects. This is largely due to the reluctance of American suppliers to offer competitive terms of payment and their failure, especially in the field of capital machinery, to exploit adequately one of the most important advantages the U.S. can offer, namely, prompt delivery. During the first quarter of 1963, the U.S. took 37.5% of Peru's exports, slightly more than the

3.2% taken in the corresponding period of 1962.

Peruvian finances maintained the satisfactory performance of previous months, but they were characterized by a tone of caution as the electoral period approached its climax on election day. Commercial and Central Reserve Bank credit was tight and the stock market, reacting to indecisive business trends, remained somewhat inactive. However, political events did not bring about any withdrawal of private deposits in commercial banks, or any drain on Central Reserve Bank foreign exchange holdings. International finances continued strong and the sole remained firm.

Agricultural developments during the second quarter seemed directed primarily towards the needs of farmers of limited means.

Small farmers benefit

A new law provides for modernization of the Government's Agricultural Development Bank (Banco de Fomento Agropecuario) and an increase in its capital (from 400 million to 2 million soles—from $15 million to $75 million, enlarging the Bank's lending facilities. Small farmers, cooperatives and Indian communities will now have access to no less than 50% (instead of about 20%) of the Bank's available credits.

By mid-year, it is possible to estimate annual production of some of Peru's basic agricultural products. Experts forecast a 4% drop in sugar production in 1963, due largely to a water shortage during the growing season which reduced the amount of cane available for grinding. Little change in cotton production is expected for the year, but the total coffee supply probably will be 10% over that of 1962. Coffee exports in the marketing year 1963-64 will probably be about 50,000 metric tons, which is 44% above the basic quota assigned to Peru under the International Coffee Agreement. Drought conditions during the growing season reduced 1963 production of rice, a basic foodstuff item in Peru, 45% below the 1962-63 level. Large imports (estimated at 60,000 metric tons) will be needed to maintain 1963-64 consumption and stocks at a reasonable level.

Serious outbreaks of aftosa in various localities of the Central and Southern Sierra region marred the outlook for livestock production.

Fishmeal production and export data for the second quarter of 1963 are not available. There were reports in mid-June that the Consortium (Consorcio Pesquero del Peru) had unsold stocks of about 200,000 metric tons, valued at approximately $20 million. Normally, fishmeal producers take Consortium documents showing sales to commercial banks which discount paper. However, with unsold fishmeal and with credit restrictions announced by commercial banks early in May, many fishmeal producers were unable to obtain funds for current expenses and the Consortium was seeking a short-term loan from the Industrial Bank to help finance the accumulated stocks.

On the spot

The industry finds itself in a tight financial spot at the moment, heavily in debt and without working capital, because it has generally continued to expand existing plants or build new ones, and to buy new boats and equipment rather than to take advantage of good production and sales by paying debts and accumulating reserves. Members of the industry believe Peru's fishmeal industry has a promising future, but that measures must be adopted to restore a balance between fishmeal production and consumption, new markets must be found, production costs (which reportedly have increased from $58-$60 per ton to $85-$90 or more per ton) must be revised, credits must be used to consolidate existing enterprises, not to enlarge them, and commercial bank credit must be made more flexible.

At the end of July, most organizations representing fisheries activities announced the creation of a Coordinating Committee for Fisheries Activities, to examine and find solutions for industry problems.

The principal development in the mining field was the initiation of Marcona's pelletizing facilities at San Nicolas. When the installations, representing a $55 million investment, are completed with the addition of 2 more grinding and magnetizing units, the plant will have an annual production of 1 million tons of iron pellets.

Minerals to East Europe

To broaden Peru's markets for minerals, a supreme resolution was issued in mid-May authorizing the Ministry of Finance and Commerce to permit the exportation of minerals to Eastern European countries, when such exports are determined to be in the national interest. Although there is some possibility that small amounts of copper may be sold to Iron Curtain countries, the Peruvian mining industry does not expect to benefit greatly from mineral exports to these countries.

Vast deposits of phosphate and potash in the Sechura Desert on the northern coast of Peru will be exploited and an important new industry launched if negotiations currently under way between a California company and the Government of Peru are concluded successfully.

Under the Punta del Este concept, the Peruvian National Planning Institute has continued its efforts to strengthen the national planning process. Projects for long-range development planning have been further advanced by the arrival of members of the Tripartite Planning Mission being supplied by the Organization of American States, the United Nations' Economic Commission for Latin America, and the Inter-American Development Bank.

Identifying investment

Within the AID program, a contract group from the Stanford Research Institute began arriving in May to assist in an over-all program of industrial promotion and identifying investment opportunities.

By the end of the second quarter, plans for the Third Pacific International Trade Fair, to be held in Lima October 26 to November 10, were well advanced. Interest of U.S. exhibitors is high, and preliminary indications point to a good U.S. exhibit. The theme of the U.S. pavillion, "Water—a Wellspring for Progress," is appropriately related to the Fair's over-all theme concerning the fisheries industry, and it should prove especially interesting here since the use of water can be significant in the development of Peru's vast stretches of coastal desert.

Banque de France purchases last of World Bank loan

A World Bank loan of $250 million, made in 1947 to the Credit National, a financial institution acting for the French Government, has now been sold in its entirety. The Banque de France has purchased $58.6 million of the loan representing the last remaining maturities to be held by the World Bank. This was the Bank's first loan, and is the largest it has ever made.

The loan was for a term of 30 years with interest of 4¼% a year; and repayments of principal began in 1952. Over the past 13 years the Bank had sold a total of $70.7 million of the loan to government and private institutional investors. The Banque de France had purchased $60.7 million of the loan in April 1963 and, together with a French savings institution, $60 million in March 1962.

The loan helped France to sustain the flow of essential imports in 1947, at a critical time in her postwar recovery program.

Optimistic signs may mean economic improvement in Chile

Financial and balance of payments control haven't hurt trade while inflationary pressures eased considerably during June

Economic indicators during the second quarter hint that Chile's rigid financial controls may be achieving their aim of leading the country out of the economic doldrums of the past few years.

Tight financial and balance of payment restrictions did not prevent commerce and industry from increasing sales and production during the period, according to the U.S. Embassy in Santiago. Some business sectors were, of course, affected by price controls, foreign exchange scarcity, import restrictions and tight credit controls. Agricultural production, not greatly affected by these controls, attained relatively high levels.

Inflationary pressures were of major concern during the quarter, as the cost of living index has climbed ominously during the past 12 months. The index's increase of only 1.6% in June tended to support Government claims that inflationary pressures were subsiding. On the other hand, strong political and economic pressures for wage and price increases, and for expanded credit continued to present a serious threat to the economic stabilization program.

Reappraisal

Earlier optimistic projections by the Government of a sizeable balance of payments surplus for 1963 will have to be altered radically to reflect the current situation. Any amelioration of the balance of payments problem depends on achieving higher export levels, on external aid, and on successful curtailment of restricted imports: factors which are again challenged by both political and economic pressures.

Chile's commercial arrears have been gradually reduced with the help of external aid and export revenues. Outstanding accounts with most U.S. suppliers were gradually approaching the 120-day required waiting period as a result of recent Alliance for Progress aid and a $15 million loan from private U.S. banks. Earlier, many commercial accounts were more than 7 months old.

The outlook is for continued increases in the levels of production and commerce in the third quarter. A high level of consumer demand generated by record employment, wage and salary increases, fears of greater price rises and import scarcities is expected to spur domestic production. However, businessmen will have to contend with such vexing problems as price controls, import and exchange restrictions, and high interest rates.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

Builders set pace

The construction industry, both public and private, remains one of the pace setters in the economy, especially in terms of expanding employment and consumption of raw materials. The latter is borne out by the increase in cement production and the fact that steel orders are continuing to exceed previous expectations.

Indication of the economy's growth rate are contained in provisional estimates of national income for 1962, released in late June. These show, in real terms, an increase in gross domestic product of 5.2% over 1961. This rate of growth approximates the projected increase for 1962 under Chile's Ten Year Development Plan. Construction showed the greatest growth in real terms, 18%. Services and retail and wholesale trade showed gains of 12% and 10%, respectively. Mining, manufacturing, and electricity registered moderate gains while agriculture and related activities (except fishing which increased by 17%) declined. National income in real terms showed an increase of 5%, or 2.5% per capita, which is double the average annual increase of this item since 1940.

Stabilization program

During the first part of the quarter, the brokers' exchange rate weakened steadily, opening the quarter at 3.19 escudos to the dollar, passing the previous high of 3.4 to the dollar on April 17 and reaching 3.86 on May 3. At this point, the Central Bank intervened forcefully by cancelling the authority of brokers and exchange houses to operate in the market. This left commercial banks as the only authorized traders in foreign exchange.

The following week the Government also placed transactions in gold under the control of the Central Bank. The bank then decreed that all gold trading must be done through it. Subsequent to these measures to minimize speculative transactions in the foreign exchange and gold markets, the brokers' rate strengthened rapidly, fluctuating between 2.99 and 3 escudos to the dollar in the last weeks of the quarter.

The consumers' price index rose 7.9% during the quarter, following a 12.5% increase in the first 3 months of the year. Since the June increase of 1.6% was the lowest of the year, the Government was hopeful that prices are now beginning to level off.

The Ministry of Economy demonstrated the Government's determination to check inflation by limiting the request of the Compania de Acero del Pacifico (Chile's steel company) for a 20% increase in steel prices to 11% and stating that steel fabricators would have to absorb increased costs.

Wage boost urged

Nevertheless, opposition parties in Congress have introduced a bill for a general wage increase equal to the rise in the cost of living during 1963. The Government itself is sponsoring bills giving 25.5% pay increases to teachers, carabineros and the military, to be financed

partly from existing budgetary allocations and partly from increases in the sales and stamp taxes.

Negotiations with foreign and international financial institutions for further financial assistance continued throughout the quarter. Representatives of the IMF and the World Bank arrived in Santiago in June. Other negotiations with U.S. and European Government resulted in short term credits to finance commercial credit backlogs.

Import registrations at the Central Bank indicate a decline in Chilean imports compared to the same period in 1962. Import registrations from January through April totaled $138.3 million. Registrations for the same period in 1962 totaled $214.1 million.

A continuing weak world market for iron ore has caused a sharp decline of Chilean production and exports of this mineral. On the other hand, copper production and shipments were fairly stable, although at somewhat lower levels than in 1962 due to voluntary production cuts of the 3 largest producers.

Strikers hold out

Just after the end of the second quarter, on July 3, the mine, mill and office workers at Kennecott-Braden Copper Company's "El Teniente" mine went on strike after new wage negotiations had gone through all the legal stages. The Finance Minister, acting as mediator, has been unable to bring the 2 sides together on the key issue of wage increases.

On the 13th anniversary of the Chilean Government's National Petroleum Enterprise, ENAP, it was announced that crude oil production during 1963 was running 17.5% above 1962, indicating that total production this year may be above 14 million barrels. On the exploration side, ENAP has extended its search to the southern part of Tierra del Fuego and as far north as Valdivia Province.

The fishmeal industry of northern Chile has experienced a spectacular growth under the new Fisheries Law of March 1960. In Tarapaca Province, the 12 plants in operation now have a production capacity of 280 tons of fish per hour. Completion of expansion plans and plants now under construction should more than double capacity within a year. Several new boatyards have initiated operations this year in view of the strong demand. Plants and captains now favor the 120—150 ton boats over the 100—110 ton boats popular a year ago. CORFO (the Government Development Agency) provided substantial financing for both plant installations and boat purchases.

CORFO and the industry have also undertaken an extensive program to increase national consumption of fish and shellfish. Present consumption is estimated at 9 kilograms of fish and 5.3 kilograms of shellfish per person each year. The sponsors believe that a potentially large market exists in the interior population centers if a quality product is available. This promotion program provides for marketing terminals and refrigerated storage and transportation facilities on a country wide basis.

Pakistan gets $9 million IDA irrigation loan

The International Development Association, an affiliate of the World Bank, has extended a development credit equivalent to $9 million to Pakistan. The credit will finance half the cost of a flood protection, drainage and irrigation project to be located near Chandpur in East Pakistan.

The project will be executed and operated by the East Pakistan Water and Power Authority, a semi-autonomous Government agency created in 1958 for the coordinated development and utilization of the water and power resources of the Province of East Pakistan. The Authority will retain engineering consultants to supervise the preparation of design and the construction of the works. Contracts for major items of imported equipment and material and for the construction of the main pumphouses will be awarded on the basis of international competitive bidding.

Under the project about 108 miles of embankments will be built around the area to protect the land from the flood and tidal waters of the adjoining rivers. The embankments will be constructed of compacted earth materials and will have a top width of 24 feet, thus permitting them to be used for roadways as well.

AID loan to Tunisia to buy U.S. materials, services

A $1.8 million U.S. loan will play a major role in erecting and equipping buildings for the School of Law, Economics and Business Administration at the University of Tunis.

Other contributions to the $3.2 million project include a prior development grant of $108,000 by the U.S. and over $1.2 million by the Government of Tunisia. Imported materials and equipment for the project will be procured in the U.S. and it is planned to use an American contractor.

Malaya to build power plants with World Bank loan

Will procure needed equipment through competitive bidding

The World Bank has loaned the equivalent to $51.9 million to the Central Electricity Board of Malaya to help finance construction of hydroelectric and thermal power plants with a combined capacity of 162,800 kw. and an extension of transmission facilities.

The total cost of the projects for which the loan was made is estimated at the equivalent of $75 million. The foreign exchange component, representing about 70% of the total cost, will be covered by the Bank loan, and the local currency costs will be met by CEB with assistance from the Government of Malaya. Equipment imports for World Bank financed projects are obtained through international competitive bidding.

The loan will also assist in financing construction of the Prai thermal power station on the coast of Province Wellesley in northern Malaya. The initial capacity of this plant will be 60,000 kilowatts, but it is being designed for an ultimate capacity of 270,000 kilowatts and many features, such as site reclamation and part of the off-shore works of the cooling water system, will be suitable for the ultimate capacity.

Integrate systems

The transmission facilities to be undertaken with the assistance of the Bank loan are an important feature of the project. They will not only connect the new power plants with existing facilities, but will also interconnect all major power plants and supply systems, operated by the Board and other utilities, on the western side of Malaya.

The loan will assist in financing the second stage of the Cameron Highlands scheme—the Batang Padang project. Its main features are the construction of works to impound the waters of 2 rivers and the tailrace waters of the first stage to create a reservoir to provide water for 2 more power plants: a 100,000 kw. station at Woh, and a subsidiary 2,800 kw. station at Odak. These stations will have an ultimate capacity of 154,200 kw. and provision is being made for installing additional plant.

Mexico enacts subsidies, tax cuts to stimulate lagging mine industry

Designed to hasten eventual Mexicanization of the industry; reduces some production and export taxes by as much as 75%

By KATHERINE E. RICE

Bureau of International Commerce

After oft-repeated promises to aid the mining industry, Mexico recently developed a new plan designed to stimulate mining through a system of subsidies and tax reductions.

For some years the Mexican mining industry has been stagnating because of low international prices for minerals and metals, coupled with high absolute taxes on mining and rising costs of mineral production, which have drastically reduced profits.

Additionally, the new mining law of 1961 and its regulations of 1962, which pave the way for eventual Mexicanization of the industry, have limited investment which in future years might sustain mining activities. Under the revised Law of Taxation of Mining, foreign companies unable to Mexicanize have been deprived of the tax benefits granted to their Mexican counterparts.

Due to the above factors, the value of Mexico's mineral production (exclusive of sulphur and coal) declined from $257 million in 1960 to $234 million in 1961 (in 1956 it was $288 million).

Other legislation, passed on August 31, 1962, cancelled private coal mining concessions and required concessionaires to reapply for concessions under provisions of the new mining law. The decree was most severe on foreign-controlled corporations which had not been able to Mexicanize, since only companies with 66% Mexican ownership could qualify for new coal concessions under the 1961 mining law. The cancellation of the coal concessions was challenged by the companies most affected, which petitioned for injunctions against the decree.

New program

The Government's new program to rehabilitate the mining industry, as announced on May 22, 1963, provides that:

★ Companies eligible for an automatic 50% reduction in production and export taxes (i.e., large Mexican or Mexicanized firms) may qualify to receive this remission by proving that they are predominantly Mexican-owned in accordance with the 1961 mining law;

★ Said companies may negotiate with the Ministry of Finance and Public Credit for a further reduction of production and export taxes up to 75% of their liability;

★ Small and medium-sized companies may receive an automatic 75% remission of the same taxes and may negotiate agreements for reductions in excess of 75%;

★ Companies opening new mines or reopening mines closed for 10 years or more may negotiate fiscal agreements providing up to 40% remission of income tax under Schedules II and VII of the Income Tax Law on the profits from such mines;

★ Concerns desiring to do additional prospecting or exploration work may negotiate an agreement providing a 10% remission of income tax under Schedules II and VII to be used exclusively for such purposes; and

★ Companies not receiving the 40% remission of income tax mentioned, but who make new investments in machinery and equipment may request an agreement with the Ministry of Finance permitting accelerated depreciation of the cost of the machinery and its installation.

Similar fiscal assistance is authorized for companies which refine or process metals or produce machinery and equipment for the mining and smelting industry.

To assist the Mexicanization of foreign mining companies the Government decreed on July 13, 1963 that such foreign firms as desired to Mexicanize but were unable to do so within a determinate period of time could transfer control to Mexicans by complying with a special set of regulations to be issued by the Ministry of the Treasury.

An implementing decree of July 20, issued by the Ministry of the Treasury, creates the method for the Mexicanization of foreign mining companies through the irrevocable deposit in trust of a majority of the company shares for subsequent sale by the trustee to qualified Mexican buyers. Company shares will be offered by the trustee at a price stipulated in the trust agreement, which will be the price established by the company with Ministry approval. Companies electing to dispose of a controlling interest through this trust device will be eligible to receive the several kinds of tax assistance provided for in the financial assistance program published May 22, 1963 and described above.

Finally, a court decision was handed down in June regarding the decree of August 31, 1962, which declared the rights of surface owners to coal deposits in the subsurface void and which the companies affected had challenged in the courts. The court held that while the private property rights which had existed were terminated by the 1962 decree, the former owners were converted into mining concessionaires with the same rights under the 1961 mining law as other mining concessionaires whose concessions antedated the effective date of the 1961 law. In other words, the rights were subject to a 25-year period of validity, provided the holder of the concession complied with other requirements to continue the concession in effect. The companies will not have to file for new mining concessions under the 1961 mining law.

Ruling's effect

The effect of this ruling is that the foreign mining interests concerned are in the same position regarding coal mining activities as other types of mining. Concessions legally held prior to the 1961 law are of continuing validity for 25 years, provided other legal conditions to maintain a concession are observed, and the operator is not required to reduce the area held under concession to the maximum amounts stipulated in the present mining law. The Government is now barred from appealing the court's decision in the case, as the time for a notice of appeal has passed.

The mining industry's reaction to the Government's program for the mining industry is varied. Some firms feel the help is not sufficient to bring about a resurgence of the industry; others feel that it can be of material assistance; all companies emphasize that the success of the program depends upon its administration by the Ministry of the Treasury.

All relief so far provided, except for the automatic 50% reduction in production and export taxes for Mexicanized companies and the 75% remission on taxes to medium and small mines, must be negotiated through fiscal agreements with the Treasury. The industry's past experience is that the execution of fiscal agreements can be difficult and prolonged.

U.S. helping 6 firms study Pakistan investment projects

Nation is 1 of 4 selected for special emphasis on development of the private sector; AID assumes up to half of surveys' costs

Six American companies will explore the possibility of starting new industries in Pakistan under an Agency for International Development program designed to encourage private enterprise investments in selected countries.

The agency has agreed to assist these companies to finance surveys looking towards establishing joint ventures with local investors in Pakistan.

The companies are:

Boise Cascade Corporation of Boise, Idaho, and **St. Regis Paper Company** of New York, both interested in helping to establish noncompetitive paper product mills in Pakistan;

Van Camp Sea Food Company of Long Beach, Calif., studying a possible commercial fishery development;

B. F. Goodrich Chemical Company of Cleveland, Ohio, a subsidiary of the rubber company of the same name, interested in a plastics plant;

Von Kohorn-Universal Corporation of New York, surveying a proposed machine tool plant, and

International Development Corporation of Tulsa, Okla., analyzing a potential carbon black plant.

Pilot project

Pakistan is one of 4 "pilot" countries selected for special emphasis on private enterprise activity. The others are Thailand, Colombia and Nigeria. AID, of course, actively encourages investments by private American capital in all friendly developing countries.

The investment survey program is one of several employed in the "pilot" effort. Under it, AID agrees to pay up to one-half the cost of a study to determine the economic, marketing and technical feasibility of an American company's investment in a new industry in a developing country. If the company decides to proceed after completing the survey, the entire cost of the survey is borne by the company.

Additional private investment programs include guaranties to protect American investments, and loans, both in dollars and local currencies, to finance new business projects.

The proposed Boise Cascade plant would cost approximately $7 million and produce 50,000 tons of kraft and paper pulp annually. It would be similar to a mill the company built in 1957-58 in Wallula, Washington. The feasibility survey will be made by Boise Cascade personnel and cost an estimated $75,000.

Paper mill

The St. Regis Paper Company survey would include economic and marketing aspects of a proposed 60-ton a day pulp and paper mill to manufacture writing and fine printing paper, as well as engineering studies. The estimated cost of the survey is $51,525.

The B. F. Goodrich Chemical Co. survey will consider the size of a proposed plastics plant and amount of investment required. Goodrich personnel will make the survey at an estimated cost of $11,458.

Von Kohorn-Universal's survey will be made on behalf of its parent firm, Universal American Corporation, and another UAC subsidiary—Van Norman Machine Company. The possibility of securing Pakistani partners, technical problems and manufacturing costs of machine tools will be analyzed. Estimated cost of the survey is $11,264.

The Van Camp Sea Food Company of Long Beach, California, proposes to start with the production of shrimp and possibly fishmeal for the poultry industry in Pakistan, and a tuna fish operation. Van Camp personnel will make the survey, whose estimated cost is $14,600.

Serves tire plant

The International Development Corporation's proposed carbon black plant would serve the new General Tire Company plant in Pakistan, and meet other demands for this product. The plant is tentatively planned as consisting of from 6 to 12 carbon black channel generators, with a maximum capacity of 6,500 pounds a day. The survey will also consider potential locations, both in East and West Pakistan, and the possibility of securing Pakistani partners for the venture. Estimated cost of the survey is $37,620.

Tariff schedules revised

The Tariff Commission has submitted to the President and the Congress the seventh supplemental report relating to the Tariff Classification Study of November 15, 1960.

The report sets forth changes made by the Commission in certain provisions of the Tariff Schedules of the U.S. identified in the Commission's public notice of July 11,1963. The report also contains an explanation of such changes and an appendix which includes written views and oral testimony received by the Commission.

The report was made available for public inspection upon submission to the President and the Congress. Copies (not including the appendix) have been reproduced and may be obtained from the Secretary, U.S. Tariff Commission, Washington, D.C., 20436, as long as the supply lasts.

U.S. puts 45,500 ton tanker up for sale

The Maritime Administration, U.S. Department of Commerce, has invited bids for the purchase of the S.S. TITAN, the bids to be opened in Washington on August 30th. A floor price of $10 million has been placed on the ship, which is located at present in the yards of Sun Shipbuilding Company at Chester, Pennsylvania.

The Government recently acquired title to the TITAN in a foreclosure under the Title XI mortgage which it held as a result of its acquisition from the Bowery Savings Bank of New York on March 18th. The TITAN had been owned by the Overseas Oil Transport Corp. It was built by New York Shipbuilding Corp., Camden, New Jersey, and delivered to the owners on April 27, 1960. The cost of construction was $14.1 million.

The TITAN is a tanker of 45,500 deadweight tons.

Peru establishes fertilizer corporation to coordinate public, private sectors

New organization supersedes Guano Administration Co.; certain tax waivers to be granted firms engaged in fertilizer field

Peru on May 30 formed a National Fertilizer Corp. which will be charged with promoting the production and distribution of fertilizers.

It also is responsible for formulating an integrated program on a national scale devised to coordinate the efforts of both private and public sectors of this activity.

The Corporation supersedes the Guano Administration Co., which was organized in 1909 to administer the government's guano monopoly. The assets and liabilities of the Guano Co. are to be taken over by the Fertilizer Corporation which will, in turn, participate in 50% of the net profits produced by exploitation of the country's guano deposits until the Corporation's capital is fully paid.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Although agricultural production in many areas of the Andean highlands of Peru could be tripled by the employment of chemical fertilizers, their use is extremely limited, recent research indicates. Total consumption of chemical fertilizers in 1962 was 71,000 metric tons of domestic output and 153,000 tons of imported material. Production and use of guano, which for many years was the basic source of fertilizer in Peru, has declined greatly in recent years.

The most important producer of chemical fertilizer in Peru is Fertilizantes Sintéticos S.A. (FERTISA), whose 1962 output was 45,000 metric tons. It is one of three private domestic producers, the others being Rayon Peruana, S.A. and Abonos Completos, S.A.

In addition, a new $13.3 million plant is being built by the government in the department of Cuzco, in southern Peru, while Empresa Petrolera Fiscal, the government-owned petroleum enterprise, is considering construction of a petrochemical plant for production of synthetic fertilizers in northern Peru.

Certain tax waivers

The decree-law further provides that private firms engaged in the manufacture of products similar to those produced or distributed by the Corporation will be granted tax waivers on net earnings for an amount up to 8.5% of their paid capital. Profits above that amount will be taxed in accordance with the corporate income tax rates.

SURINAM'S FOREIGN TRADE

Surinam's Bureau of Statistics has reported that total foreign trade in 1962 amounted to $97 million. The import value amounted to $55 million and exports were over $42 million. Most imports, amounting to $17 million, were from the U.S. The Netherlands was second with $15 million.

Employment law tighter in Peru; favors nationals

80% of total employees of firm must be made up of Peruvians

Peru is making it more difficult for foreigners to work there.

The Government recently passed a law which requires at least 80% of the total employees of an enterprise—white collar and day laborers to be considered separately—to be Peruvians. At least 80% of the total payroll also must be paid to Peruvians.

There are several exceptions. Foreigners married to Peruvian nationals or having Peruvian children, artists performing in the theater and similar spectacles for up to 6 months, and personnel employed by foreign-owned international transport companies are exempt.

Foreign professors teaching in higher education institutions under a public contract and those subject to special arrangements of the Ministry of Public Education are also exempt.

The Ministry of Labor may exempt foreign personnel who contract to install machinery not previously used in Peru, provided the contract period is not more than 2 years.

Austria extends economic control laws

The Austrian Parliament has extended the following economic control laws until December 31, 1965:

Food Control Law, Federal Law Gazette (*Bundesgesetzblatt*) 20/78 of April 24, 1963; Price Control Law, Federal Law Gazette 20/77 of April 24, 1963; Market Regulating Law (*Marktordnungsgesetz*), Federal Law Gazette 20/81 of April 24, 1963 (a further amendment was published in Federal Law Gazette 55/182 of July 26, 1963); Raw Material Control Law, Federal Law Gazette 55/81 July 26, 1963; Anti-Profiteering Law, Federal Law Gazette 32/121 of June 6, 1963; Electric Power Distribution Law, Federal Law Gazette 32/122 of June 6, 1963.

With the exception of the Market Regulating Law, the legal provisions listed above are somewhat limited in significance since in most instances governmental control is held in abeyance for emergency cases.

The Market Regulating Law, however, appears to have great impact on the domestic economy since it affects foreign trade and state trading in such commodities as grain, livestock, milk, and meat, and regulates the activities of such semi-governmental institutions as the Livestock Marketing Board, the Milk Marketing Board, and the Grain Equalization Fund.

The Food Control Law and the Raw Materials Control Law were explained in FOREIGN COMMERCE WEEKLY, Jan. 30, 1956, page 8.

U.S. firm listing investment chances in underdeveloped countries for AID

Will cover manufacturing, processing, construction and other fields; completed bibliography and abstract should be finished by early '64

The first comprehensive listing and detailed summary of industrial opportunities in developing countries is being prepared for U.S. businessmen.

The Agency for International Development has awarded a contract to Checci and Co., 1612 "K" Street, NW., Washington, D.C. zip code, to design a continuing information system and to make a world-wide survey of existing individual investment studies.

The resulting bibliography and abstract, designed to encourage private investment in emerging economies, will assemble in one document significant investment possibilities existing in friendly, less developed nations.

To analyze studies

Checci and Co. will analyze feasibility studies and other surveys that have been made since 1960. In addition to AID and other U.S. Government sources, data furnished by international banks and foreign governments will be studied.

The project will cover such fields as manufacturing, processing, distribution, marketing and servicing. Construction, automotive equipment, food processing and other industries also will be included.

The compilation of information will not include investment possibilities in transportation, electric power, natural resources, agricultural development, basic mining, training and other infrastructure or technical assistance programs.

Investment opportunities for Latin American countries will be translated into Spanish and Portuguese.

This contract is part of AID's continuing program to encourage private investment in the developing countries. The bibliography and abstracted material will make available to investors a valuable reference and guide to opportunities that already have been studied but are not universally known.

Checci and Co. was selected from among 8 consulting firms which presented proposals. The contract calls for an AID commitment of up to $265,114 over a period of 6 months. The company will welcome suggestions for additional source materials. Upon completion of the contract in early 1964, AID will announce the availability of the completed bibliography and abstract.

Full results of the survey will be made available to potential investors and other interested parties throughout the world.

Philippine fruit canning plant proposes venture

A medium-size plant engaged in the canning of papaya-pineapple cocktail, mango slices, and mango and papaya juice, proposes a 40% equity interest to U.S. investors qualified to provide fruit-canning machinery, management and technical know-how and some capital. The total value of the U.S. contribution is estimated at $100,000. The firm, which claims a profitable business, plans to modernize and expand its operations to reach a wider market. Allegedly, the firm recovered its original investment after 1½ year's operations. Domestic competition is said to be insignificant.

Details may be obtained by writing to Office of International Investment, File 3-2033-4(B), Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

South East Asian country wants U.S. style mart

A South East Asia country wants to establish a U.S. type modern department store in its capital. Reportedly, a location in the main business district would be made available on an attractive basis.

U.S. firms with extensive and successful experience in the department store field willing to investigate this opportunity should write for further information to the Bureau of International Commerce, Office of International Investment, File 3-5311-2(B), IRD, Department of Commerce, Washington, D.C., 20230.

Finns will buy U.S. footwear, survey indicates

Women express desire for better fitting U.S. lasts and are willing to pay higher prices for imports

Finland is worth investigating as a potential market for U.S. shoes, according to a report received by the Department of Commerce from the American Embassy in Helsinki. Because of the relatively high and growing standard of living, the market for imported shoes of high quality and style is growing.

Imports attract

Finnish women are increasingly aware of the international fashion trends and are attracted to imported apparel, including shoes, and they are willing to pay higher prices for the desired imports.

U.S. produced shoes are made over a last narrower than that normally used in European production. This has been one drawback to greater U.S. exports. Now, however, some women are expressing a desire for U.S. shoes mainly because they feel that shoes made over these narrow U.S. lasts will give a better fit around the heel than do the shoes made over the wider Finnish last.

Current retail prices for domestically produced women's shoes of good quality range from $9 to $20. Imported shoes from Italy, France, and the United Kingdom are priced from $12 to $20.

Imports of women's shoes totaled 90,300 pairs in 1962 and were purchased primarily from Italy.

Men's market

There is also a somewhat smaller market for men's shoes. Imports of men's shoes totaled 23,700 pairs in 1962 and were mostly summer sandals and lightweight oxfords of rather extreme fashion. American shoes of good quality and conservative style would probably find a reasonable acceptance among businessmen and other persons of higher income. Wing tip, plain toe, moc toe, French toe, and custom toe styles, it is believed,

would be acceptable, says the survey.

Current retail prices for imported men's shoes are from $8 to $14 with English shoes at the top of the range.

There is little likelihood of introducing American children's shoes to Finland, according to the report. Imports of children's shoes amounted to only 4,800 pairs in 1962.

Shoes are dutiable at the rate of 23 percent ad valorem on imports from other than EFTA countries. Shoes are imported directly by retailers since there are no wholesalers.

U.S. firms interested in exploiting the Finnish footwear market should write directly to the following retailers in Helsinki:

Stockmann Oy, Aleksanterinkatu 52 (department store).

Kuusinen Oy, Aleksanterinkatu 46 (clothing store).

Pakeva Kappa-Keskos Oy, Kaisaniemenkatu 5 (department store).

Sokos Oy, Mannerheimintie 9 A (department store).

Kenka-Lipponen Oy, Kaivokatu 10 (shoe store).

Honduran gypsum deposits offer investment potential

A pre-investment proposal prepared for the Centro Cooperativo Tecnico Industrial indicates that U.S. investors should study the possibility of exploiting gypsum deposits in the Department of Comayagua for the production of plaster of paris.

A portion of this production could also be used, according to the geologist's report, with vegetable fibers for the manufacture of wallboard. For further details write to Centro Cooperativo Tecnico Industrial, Apartado 703, Tegucigalpa, Honduras.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

New Zealand, European firms seek U.S. technical assistance for varied goods

List includes stainless steel and alloy fabrications, industrial and medical electronic/electrical instruments and equipment, locks and metal boxes, centrifugal, turbine, other type pumps

Eight manufacturers in England, France, Scotland, Spain, and New Zealand are interested in license or joint venture arrangements with American firms to produce aluminum pleasure boats, instruments, locks, shopping carts, pumps, and varied other products.

Aluminum pleasure boats

New Zealand. Producer of various stainless steel and alloy fabrications seeks license to manufacture aluminum pleasure boats, with or without cabins, of approximately 15 ft. for outboard or inboard motors. R.G. Speirs Ltd., 132 Dee St., Invercargill.

Instruments

England. License sought for the production of industrial and medical electronic/electrical instruments and equipment. Yale Automation Ltd., 69 Kettering Road, Northampton.

Locks

France. Manufacturer of locks and metal boxes seeks license to make U.S. locks and related items. Covimex, Friville, Escarbotin, Somme.

Shopping Carts

New Zealand. License sought for the production of very light, steel wire collapsible shopping cart of single rod design capable of being folded to fit into automobile luggage compartments. C.S. Agencies Ltd., 18 Bath St., Christchurch, C.1.

Pumps

England. Engineering firm seeks license to manufacture centrifugal, turbine, and other types of pumps. R.J. Priestly (Engineering) Ltd., Piddington, High Wycombe, Bucks.

Varied products

England. License sought for the production of P.V.C. welded goods, manicure sets, pocket billfolds, and toilet sets. C.W. Dennis Ltd., Adams Place, Georges Road, London, N.7.

Scotland. Firm of shipbuilders and engineers seeks license to produce civil engineering, open-cast mining, power station, and petroleum and chemical industries equipment; machine tools; and pneumatic and hydraulic valves. Alexander Stephen and Sons Ltd., Linthouse, Glasgow, S.W.1.

Spain. License or joint venture sought for increasing production, acquiring new methods, and improving efficiency in production of zinc oxide, stearates, and powder. Fabrica Espanola de Blanco de Zinc, S.A., Calle Guipuzcoa, No. 274, Barcelona.

Philippine rubber shoe firm seeks U.S. license

One of the largest manufacturers of rubber shoes in the Southern Philippines proposes a licensing arrangement with a U.S. manufacturer of rubber and/or sport shoes who is qualified to provide technical assistance and possibly some capital equipment.

Current production is reported at 2,000 pairs of rubber shoes per 8-hour day, although the plant is capable of producing 3,000 pairs in the same period. The firm points out that the Philippines has a brand-conscious consumer market and that U.S. trade marks are often well-known and most always preferred.

For further details write to the Office of International Investment, File 3-3021-1(G), Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Indian group wants to make castings, pipe fittings

U.S. machinery, technical guidance and supervision, and patents are sought by an Indian group of businessmen who propose establishment of a plant to manufacture 2,400 tons annually of malleable castings and pipe fittings. Equity participation on the part of U.S. investors also is possible. An industrial license for the project has been granted by the Indian Government.

Interested firms may obtain further details by writing to the Indian Investment Center, 630 Third Avenue, New York 10017, N.Y.

Opportunities for U.S. leather and shoe exports to West Germany considered fair

Exporters could find fair opportunities for increased sales if they adapt their products to German taste, latest survey shows

U.S. leathers, which compete in quality and price, appear to have "fairly good" opportunities for expansion in West Germany.

There is a demand for good quality leather shoes, and U.S. producers and exporters might find fair opportunities for increased sales provided they adapt their products to German taste.

This is the consensus of a report received by the Department of Commerce from the Consulate General in Stuttgart, one of a series requested from the U.S. Foreign Service for updating the 1960-61 Foreign Market Survey on Leather and Footwear.

Greater sales

Although new import duties for non EEC countries and freight costs may be handicaps, a careful study of the market could lead to greater U.S. leather sales in the Federal Republic. German consumers consider U.S. leathers of excellent quality, and competitive in price. For this reason, and because domestic production continues downward, opportunities appear good for increased U.S. sales.

From 1960 to 1962, the number of West German tanners dropped from 300 to 280, and leather production declined from a total of 68,500 metric tons in 1961 to 65,500 metric tons in 1962. This decline, which has continued since 1959, is generally attributed to higher labor costs, a reluctance to modernize production methods, and ever increasing competition of synthetics. A reversal of this trend is not expected in the foreseeable future.

Imports rise

West Germany's leather imports totaled 143,605 tons in 1962, an increase of 10 percent over 1961. The U.S. continued to be the principal supplier of sheep and lamb leathers, providing almost 80 percent of West German imports of this type. Other important foreign suppliers to the West German leather market were France for calf leathers, The Netherlands for cattle leather, and India for goat and kid leathers.

U.S. statistics show that exports of leather to West Germany in the first 5 months of 1963 amounted to 6,044,357 square feet compared with 4,896,777 square feet exported in the first 5 months of 1962.

Exports of sheep and lamb glove and garment leather to the Federal Republic amounted to 3,342,787 square feet in the first 5 months of 1963 and to 3,159,150 in the comparable 1962 period.

Shipments of sheep and lamb upper leathers totaled 1,163,499 square feet in the 1963 period compared with 931,986 square feet exported in the first 5 months of 1962.

West Germany still has quota restrictions on the importation of certain types of U.S. dressed cattle leather, but these are scheduled for elimination in early 1964.

Paris Fair

Since the consumer is more inclined to buy leather which he can see and inspect, an important factor for selling leather in West Germany, and other European countries, is participation in the Paris Leather Fair which is held annually in September. Also, according to the report, German importers prefer to know the total cost of imported goods at the point of entry. Therefore, price quotations should be c.i.f. German port.

West Germany per capita consumption of leather shoes, which is comparatively low, amounted to 2.13 pairs in 1962. The shoe industry feels that because of the current economic prosperity, opportunities for increased shoe sales should be excellent, so all segments of the industry are combining forces to intensify their advertising in order to stimulate consumer purchases.

Opportunities

West German shoe importers feel that U.S. producers might find good opportunities to increase their sales of footwear on this market. The West German association of shoe wholesalers, Verband Deutscher Schuhgrosshaendler, indicated a willingness to assist in making contact between U.S. producers or exporters and German importers. The address of the association is Frankfurt/Main, Bockenheimer Anlage 2.

3 European firms ask for license, joint venture

List includes washing machine accessories, electrical appliances, do-it-yourself tools

License or joint venture arrangements are being sought by three European firms to produce such products as building and furniture hardware, small electronic equipment, and cable cranes.

Belgium. License or joint venture arrangements sought to produce building and furniture hardware, finished products made of non-ferrous metals, and Bakelite moulded under pressure, washing machine accessories, do-it-yourself tools, and telecommunications accessories. Anciens Anteliers Gasquy, S.A., 63 rue en Bois, Herstal.

England. Manufacturer seeks license to produce any products in the small electronic, electro-mechanical, and electro-medical fields. The McMudro Instrument Co., Ltd., Victoria Works, Ashstead, Surrey.

Germany. Manufacturer of large steel construction seeks license to make cable cranes; tanks with floating roofs, and foundry machinery such as pressure die casting, gravity die casting, and continuous casting machines. J. S. Fries Sohn, 6 Frankfurt/Main No. 14, Friesstrasse 5-13.

Indian mining tool plant seeks U.S. help to expand

A joint venture with a U.S. firm is sought by an Indian manufacturer of tungsten carbide drill steel rods and auger bits.

The proposal contemplates a $210,000 project for the yearly production of 14,400 tungsten carbide drill steel rods, 18,000 auger bits, and 6 to 12,000 pneumatic chisels. Also planned are new items in the field of mining tool accessories. U.S. investors would be required to provide equipment, technical know-how, licenses and $105,000. Equity of the firm would be equally divided between the Indian and U.S. investors.

Further details will be furnished by Bureau of International Commerce, Office of International Investment, File 4-3532-5(G), Department of Commerce, Washington, D.C., 20230.

NATO projects in Norway open to U.S. bidders

Two NATO projects in Norway, estimated to cost a total of over $200,000, are open to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated cost over $185,000, calls for supply and installation of two fast running standby diesel generators, each of 35 kva, for Costal Radar Stations. Reference No. is 12664/63/FBT/111/T/TB/MA. Work is to be performed during July and September 1964.

The second project, estimated cost over $15,000 calls for delivery of two complete closed circuit television chains. Tender documents will be forwarded to qualified firms about September 16; bid deadline is October 14, for Reference No. 5913/63/NJSA/OE/TA/851.32.1.

Firms interested in bidding on the first project should submit their applications by September 15 to the Norwegian Defense Construction Service through the American Embassy in Oslo. Applications should refer to reference No. 12664/63/FBT/111/T/TB/MA and include record of experience in similar work, legal and financial status of firm, and references. The Contract will be administered by Forsvarets bygningstjeneste, Bygning 58, Festningen, Oslo, Norway.

Applications to bid on the second project should be submitted in time to reach the Norwegian Joint Signals Administration, Postbox 7048, Oslo 3, Norway, by September 2, referring to reference No. 5913/63/NJSA/OE/TA/851.32.1. and including information on applicants experience in the manufacture of television equipment.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to BDSA's Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

New Zealand asks bids on hydroelectric supplies

The Ministry of Works, Dominion of New Zealand, has requested tenders covering turbines, generators, and transformers for the Manapouri Hydroelectric project amounting to approx. $61.1 million.

The first phase of the construction work has been awarded to the Utah Construction Co. of San Francisco for a contract price of $26.3 million. This work includes 5½ mile tail race tunnel, a wharf and an access road. The schedule calls for completion of the 400,000 kw. installed capacity by mid-1968. Ultimate capacity of the project will be 700,000 kw.

The Bechtel Corp. of San Francisco has been retained for engineering and management services for the entire project and will request bids for the electrical and mechanical equipment. The schedule of specification release date and closing dates are:

Turbines, governors, drafttube gates, #4545-101A, release date, August 12, closing date, October 15, generators, #4545-101B, release date, September 23, closing date, November 22, transformers, 230 kv cable, #4545-101C, release date, October 22, closing date, December 23.

Schedules of other equipment will be announced at a later date.

Companies qualified to supply any of the scheduled items and wish to bid should request tender documents from: Bechtel Corp., Purchasing Dept., 4545, 220 Bush St., San Francisco, 4, Calif.

Nigerian Government desires electrical, mechanical supplies

The Federal Government of Nigeria, Niger Dams Project, Joint Consultants' Office, P.O. box 1288, Lagos, Nigeria, requests interested companies to submit their qualifications for the supply and erection of the following electrical and mechanical equipment:

80 mw generators and auxiliary equipment; generator transformers, 170 mva, 16/330 kv and auxiliary equipment; intake gates, fixed wheel gates 16 ft. wide by 35 ft. high for 130 ft. head with auxiliary equipment; and spillway gates, radial gates 50 ft. by 50 ft. with auxiliary equipment.

Separate Tenders will be necessary for each unit.

Prospective bidders are required to submit, legal and financial status, manufacturing facilities, items they are interested in bidding on, description of equipment on similar jobs, and statement as to possible use of sub-contractors. Deadline for submission of the above details is August 31. One copy of request for bidders notice is available for reference only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

Burma invites tenders for paper, paperboard

The Civil Stores Committee No. (2), Paper and Stationery Imports Branch, Rangoon, Burma, invites bids for 2,440 tons of various grades of paper and paperboard, including 180 tons ribbed Kraft paper, 270 tons white bond paper, 100 tons white printing paper, 200 tons duplex board and 500 tons straw board.

Bid deadline for tender No. 44 PSI 63 is September 10.

Sealed bids should be submitted to: Chairman, Civil Stores Committee No. 2, 77/92, Sule Pagoda Rd., Rangoon.

Copies of specifications, including bidding instructions, are available to firms located in the U.S. from the Forest Products Division, BDSA, Rm. 4003, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-3003).

Correction

It was erroneously reported by the U.S. Trade Mission to France, in the July 8th issue of INTERNATIONAL COMMERCE, that the Societe Allumettiere, 7 Place Vendome, Paris, desired to import cigars and other tobacco products. Tobacco products are only imported into France under S.E.I.T.A., the French tobacco monopoly authority, and the Mission regrets the misunderstanding.

Morocco plans construction of sugar-beet refinery

The Office National des Irrigations (ONI), Rabat, Morocco, will issue tenders and specifications, in October, to firms who submit prior applications, for the construction of a beet-sugar refinery at Souk-es-Sebt, Ouled Nemaa, in the Tadla area of Morocco.

The plant should be able to process 3,500 mt. of beets per day, producing loaf sugar and dry molassas pulp. The plant must include a provision for expansion to a capacity of 5,000 mt. per day. The successful bidder is expected to furnish technical assistance in plant operation for the first year and personnel training for the first two years.

Some of the major factors that will be considered in the contract award are: terms and rate of interest on loan granted by bidder or bidders government for plant construction, and supplies and construction work subcontracted to Moroccan firms.

Interested firms should apply to the Office National des Irrigations, Boite Postale 432, Rabat, Morocco, as soon as possible. Call for bids with specifications will be mailed before October 15, and bids should be submitted before March 1, 1964.

The contract may be awarded around June 1, 1964, and construction of plant should be completed by March 15, 1966.

Indian railway seeks communications system

The Chief Signal and Telecommunications Engineer, North Eastern Railway, India, has indicated that he will shortly call for tenders for the supply and installation of a 6-channel plus order-wire communications system for the Gorakhpur-Achnera sections of the Railway.

The system will involve about 15 microwave hops (7125 mc to 7425 mc) and 460 mc and 960 mc equipment for short spurs. The ultimate channel capacity required is 12. Equipment with low power consumption and suitable for battery operation will be preferred.

Firms interested in the proposal should communicate directly with Mr. A. J. Gillies, Chief Signal and Telecommunication Engineer, North Eastern Railway, Gorakhpur, Uttar Pradesh, India.

Proposed network plan and channel loading diagram are available for review at the Electronics Div., BDSA, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4036).

Greece requests bids for electron tubes

The Greek Telecommunications Organization (OTE), 20 Patission St., Athens, Greece, requests bids from U.S. industry on quantities of electron tubes and semiconductors.

A copy of tender No. 6020 containing complete listings of items is available for review in the Electronics Division, BDSA, Rm. 4117, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-2328).

Bids must be received at the Athens address by September 17.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BSDA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Importers

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

BARBADOS—Mexican onions. Simeon Hunte & Son, Ltd., (commission merchant), 44-45 Roebuck St., Bridgetown. WTD 7/22/63.

200 Food

CHILE—All types of food products; requests replies from manufacturers in Spanish only. Direct purchase and agency. Ibanez & Cia., (importer, wholesaler, distributor), Blanco 890, Casilla 193-V, Valparaiso. WTD 7/29/63.

203 Canning, Preserving Foods

FRANCE—Powdered fruit juice; canned fruit, vegetables. Direct purchase and agency; requests replies in French. Iranex, (importer, dealer), 4 rue Frederic Passy, Neuilly sur Seine (Seine). WTD 1/25/62.

204 Grain Mill Products

CEYLON—Animal feedstuff, especially sorghum, corn (maize). Moosajees, Ltd., (importing distributor, exporter, manufacturer), P.O. box 367, Colombo. WTD 6/13/63.

209 Food Preparations

FRANCE—Coloring products for food industry; condiments, spices; direct purchase and agency; requests replies in French. Iranex, (importer, dealer), 4 rue Frederic Passy, Neuilly s/Seine, Seine. WTD 1/25/63.

PAKISTAN—Tallow: white mutton. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Lahore. WTD 7/19/63.

220 Textile Mill Products

CANADA—Material or fabric used in the manufacture of brassieres, corsets, lingerie. The E.T. Corset Co., Ltd., (manufacturer), 1435 St. Alexander St., Suite 1280, Montreal 2, Quebec. WTD 2/21/63.

GERMANY—Cotton, cotton-synthetics, wool-synthetics for manufacturing men's coats; requests replies from manufacturers only. Friedrich Wilhelm Brinkmann, (manufacturer), 47 Hansastrasse, 49 Herford. WTD 6/12/63.

PAKISTAN—Nylon monofilament multifilament. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

221 Broad Woven Fabric Mills, Products

GERMANY—Upholstery fabric. Direct purchase and agency. R. Hesselmann & Co. GmbH., (manufacturer, importing distributor), 110 Hauptstrasse, 5673 Burscheid. WTD 6/24/63.

PAKISTAN—Velvet for packing boxes. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

GERMANY—Nylon fabric suitable for dressing gowns, ladies' sleepwear of high grade, medium quality. Direct purchase and agency. Franz Gahlert Soehne K.G., (manufacturer, importer), 101 Blitzkuhlenstrasse, Recklinghausen. WTD 8/2/63.

227 Floor Covering Mills, Products

CANADA—All kinds of floor covering. Arthur C. Weeks, Ltd., (wholesaler), 1152 Mainland St., Vancouver 3, B.C. WTD 7/5/63.

229 Textile Goods

FRANCE—Permalite insulating panel. Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

GERMANY—Embroideries, laces, (raschel quality) for ladies' lingerie both synthetic and cotton. Walter Fritzsche, (importing wholesaler), 10 Schuerkesefeld. Osterath-Struemp. WTD 6/1/63.

Cotton and staple-fibre waste, other textile raw materials for spinning purposes. Gronauer Textilbuero, Inh. F. Kuss, (importer, wholesaler), 72 Koenigstrasse, 4432 Gronau/W. WTD 7/30/63.

PAKISTAN—Flax twist; synthetic fibre. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

230 Apparel

ETHIOPIA—Ready-made clothing for men, women; military uniforms; hats; requests catalogs, samples, price quotations. Ato Tadesse Wolde Giorgis, (commission agent), P.O. box 2232, Addis Ababa. WTD 7/24/63.

Ready-made wearing apparel. Ato Melesse Tefera, (wholesaler), P.O. box 255, Addis Ababa. WTD 7/25/63.

GERMANY—Sportshirts, pajamas, nightgowns, knit wear for men, women. Direct purchase and agency; requests replies in German; quotations cif, Hamburg, accompanied by samples. Roltsch & von Waldenfels, (importer, wholesaler), Bugenhagenstrasse 6, Hamburg 1.

239 Fabricated Textile Products

BELGIUM—Lining fabrics, adhesive waistbands for men's clothing. Noel Dessart-Leghien, (wholesaler), 20, rue de Robiano, Binche, WTD 7/15/63.

GERMANY—Drapery fabrics, bedlinen, towels, curtains. Direct purchase and agency; requests replies in German; quotations cif Hamburg accompanied by samples. Roltsch & Von Waldenfels, (importer, wholesaler), Bugenhagenstrasse 6, Hamburg 1.

Flame-resistant drapery cloth for theater stage, TV studios; samples of type material desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230. Walter Cronenberg, 50 Schumannstrasse, 4 Duesseldorf. WTD 7/29/63.

242 Sawmills, Planing Mills

■ **BOLIVIA**—Rough yellow pine, or equal, douglas fir, 1,250,000 bm ft., 40% selected merchantable, 40% merchantable and 20% common, anti-stein treated random lengths, from 12' to 20'. Loan No. 511-L-014. Bid deadline September 2. Invitation No. 13. Detailed specifications, special instructions, conditions may be obtained from the Embassy of Bolivia, 1145 - 19th St. NW., Suite 218, Washington, D.C., Attn: Dr. Salcedo. SBC-322.

■ **GREECE**—Oregon pine, $100,000, about 645,000 ft. bm., 2"x4"x20'. Quotation deadline September 1. El. Theodosiou Bros. & Co., Ltd., 109 Acharnon St., Athens.

■ Rough green Douglas fir, No. 2 clear and better, allowing up to 15% No. 3 clear per export "R" list. A.S.T. Bundled. 2"x4" and wider, allowing up to 15% ⅓" combined. Random lengths 8/24' or longer. Quotation deadline September 2. P. & M. Boumis, S.A. Timber Importers, Agissilaou St. 27, Athens.

Both the above for loan No. 240-H-028, U.S. source. SBC-318.

■ Douglas fir, rough green, No. 2, clear and better, allowing 15% No. 3 clear, per export "R" list, anti-stain treated, 2x4 and wider, allowing up to 15%, ⅓ widths combined, random lengths 8/24; or longer, about 100,000 board feet. $20,000. Xylemporia, S.A., Timber Importers, 14 Navarinou St., Athens. Cable quotations acceptable. Quotations desired by September 1.

■ Rough green Douglas fir, No. 2 clear and better, allowing up to 15%, No. 3, clear, as per export "R" list, A.S.T. bundled, 2" x 4" and wider, allowing up to 15%, ½" combined, random lengths 8/24' or longer. $20,750. Quotations desired by August 31. John Kalliambetsos & Co., Timber Importers, Denny Kossan St. 21, Piraeus.

Both the above are for loan No. 240-H-028. U.S. source. Orders may be executed not only once, but also partially within a six-month period. SBC-314.

PAKISTAN—Specialized wood products: canes; rattans; wood timber; willow clefts, belgium ash, beach. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

262 Paper Mills, Products

PAKISTAN—Tissue, butter and kraft. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

264 Converted Paper, Paperboard Products

PAKISTAN—Corrugated and mill board. Ali Shabbir, Ltd., (manufacturer), Ali Bldgs., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

281 Industrial Chemicals

CHILE—Paraffin solids, zinc, lead, cobalt naphthenate compounds. Direct purchase and agency; requests replies from manufacturers only in Spanish. Edgardo Pizarro C., (importer, wholesaler, agent), Pasaje Ross 149, Oficina 5, Valparaiso. WTD 5/2/63.

FRANCE—Additives for plastic industry. Direct purchase and agency; requests replies in French. Lamotte & Coiffard, (manufacturer, importer, dealer), 38-46 rue Raspail, Ivry-sur-Seine (Seine).

Tar-derived chemical products. Direct purchase and agency; requests replies in French. Tebu-France, (importer, dealer), 6 rue d'Argenson, Paris 8e.

Chemical products for plastic industry. Direct purchase and agency; requests replies in French. Imexa, (importer), 17 rue de la Banque, Paris 2e.

■ **INDIA**—Aniline, acetone, beta naphthol, methanol, octanol, phthalic anyhdride, potassium chloride, tetra aryl silicates, diphenyl/diphenyl oxide mixture, caprolactum, methylene chloride. Loan No. 386-H-082. U.S. source. Quotations desired by September 3 by various Indian importers. Suppliers are invited to submit quotations for any or all chemical items to Mr. S.S. Ayyangar, Undersecretary, Ministry of Commerce and Industry, Udyog Bhavan, New Delhi. Prices fob, East of Gulf coast port of exit. SBC-314.

282 Synthetic Materials

FRANCE—Plastic materials; semi-finished products. Direct purchase and agency; requests replies in French. Lamotte & Coiffard, (manufacturer, importer, dealer), 38-46 rue Raspail, Ivry-sur-Seine (Seine).

Plastics—except polystyrene, polyethylene. Direct purchase and agency; requests replies in French. Revaud & Mouscadet, (importer, dealer), 18 rue Volney, Paris 2e.

Polyacrylic, methacrylic derivatives in sheet (only); cellulose acetate in sheet. Direct purchase and agency; requests replies in French. Les Articles Manufactures, (importer, agent), 40 rue Rene Boulanger, Paris 10e.

■ **GREECE**—Synthetic rubber, 100 tons, types GR-S 1502, 4651, 1708, gentro 1778, 1606 and SS 260, 602, 652, naugapol K-6%; natural rubber, 50 tons, types I-X and SSR No. 1 to 6. Loan No. 240-H-028, U.S. source, quotation deadline September 2. Indiana Rubber Co., 29A. Fleming St. N., Faliron. SBC-318.

■ **PAKISTAN**—Polyethylene MPE-22406, 37050 lb., $6,298.50. Loan No. 53. U.S. source. Quotation deadline September 6. S.A. No. RM040750. Olympia Plastic Co., G.T. Rd., Muridke (Sheikhupura), W. SBC-319.

Polyethylene; cellophane. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Celluloid; cellophane; plastic sheets. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

■ Celluloid sheets, thickness 4 mm. & 6 mm., size 24" x 54", $2,099; acetate sheets, 4 mm. & 6 mm., 24" x 54", $1,364; plastic sheets, 10/1000 gauge and above, $2,099; thermoplastic moulding compounds, $2,099. C&f Karachi. Import license No. 335727. Eastern Optical Industries, C-42, Estate Ave., Karachi 28. SBC-322.

283 Drugs

● **CONGO**—Pharmaceutical, surgical, medical products, list of 97 items, such as: diethyl carbamazine tablets, 0.05 gr., 1,600,000 in bottles of 1,000; ephedrine chlorohydrate tablets 0.05 gr., one million, packed in bottles of 1,000; pyrimethamine tablets, 6.25 mg., three million in bottles of 1,000; sulfasuxidine tablets, 0.5 g., two million; penicillin g potassium salt in injection vials of 500,000 units, 750,000; tetracycline eye ointment, tubes of 5 gr., 10,000; penicillin ointment, 10,000 units per gr. in 5 gr. tubes, 30,000; streptomycine sulfate, 1 gr. injection vials, 100,000; sulfanilamide powder, 3,000 k. in 500 g. bottles; aneurine chlorhydrate ampoules, 100 mg. per cc., 200,000, in bottles of 50; ascorbic acid tablets, 100 mg., 1½ million, in bottles of 500 each; 1,000 bottles acetane, 1 l. each; emetine chlorohydrate ampoules, 0.04 g./cc, 70,000 in bottles of 50; morphine chlorhydrate, 0.01 g./cc, 60,000 in bottles of 50; phenobarbital ampoules, 0.1 g./cc, 150,000 in bottles of 50; titracycline capsules, 250 mg., 500,000 in bottles of 100; dithiazanine tablets, 500,000 in bottles of 100. Injection needles, 20,000—25 mm. 6/10 Biseau long, 20,000 40 mm., 200,000 70 mm.; plates for bistouri, 10,000 each of numbers 10, 11, 20, 21, 22, 23; vaccination stylus, 50,000; dental forceps, 15 cm, 2,000; medical thermometers, triangular, centigrade, 10,000; brilliant cresyl blue dye, analytical grade, 100 kg. in 25 gr. flasks; basic fuchsin, analytical grade, 100 k., in 100 gr. flasks, similar items for analytical purposes. Bid deadline August 31. Republique du Congo, Gouvernment Central, Ministere de la Sante Publique, DCMP BP 1497—Leopoldville/EST. Complete list of items and specifications in French.★ (Telephone: WO 7-3394).

■ **VIETNAM**—Emotrifer syrup, in bottles of 100 cc., 3000 bottles; emotrifar tablets, in bottles of 15 tablets, 5,000 bottles; epadyn U inj., in boxes of 6 amp. of 3 cc., 1,500 boxes. Limited worldwide (901). Quotation deadline September 6. Pharmacie My Chau, 120-121 Ben Chuong Duong, Saigon. C&f only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. SBC-320.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

CHILE—Cosmetic, perfume, particularly "Revlon products"; requests replies from manufacturers only. Direct purchase and agency. Juan y Elias Karmy, Ltda., (importer), Estado 384, Casilla 13363, Santiago. WTD 7/22/63.

285 Paints, Varnishes, Lacquers, Enamels

CHILE—Raw material used in manufacturing paint, varnish, enamel, lacquer. Pinturas Tajamar, Ltda., (manufacturer), Transversal 5490, Casilla 13402, Santiago. WTD 7/2/63.

PAKISTAN—Cellulose paints, thinners. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

287 Agricultural Chemicals

BELGIUM—Fertilizer for home plants, gardens. S. A. Scoriethom, (importer, exporter, wholesaler), 9-11, rue de la Science, Brussels. WTD 7/26/63.

289 Chemical Products

CHILE—Bentonite, potassium ferrocyanide, tannins for stabilizing white wines, infusorial earth, woodworking granulated glue, metatartrate acid, other chemicals and elements used in production of wine. Direct purchase and agency; requests replies in Spanish. Mavinsa-Manufacturera y Proveedora Vitivinicola S.A., (importer), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

PAKISTAN—Glue, gum resins of all sorts; bone glue, powder glue for woodworking. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

301 Tires, Tubes

● **CEYLON**—Tires, 29,000; tubes, 20,675 and flaps, 23,200 of various sizes; Tender unnumbered; bid deadline September 25. The Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: WOrth 7-3381).

■ **INDONESIA**—Goodyear brand tubes, or equal, eight, size 21.00-29. Invitation No. 497-205 SM/T/AID/205.

■ Goodyear tires, or equal, 11.00-24, 14-ply, Titan, 60 quantity; 12.00-24, same, eight; 16.00-25, 20-ply, nylon EME3, 24; 9.00-16, 10-ply, Titan, eight. State original manufacturer. Must be first quality and 100 level. Invitation No. 497-205 SM/T/AID/0718. Loan No. 497-K-013. U.S. source. Bid deadlines September 6, Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. SBC-321.

306 Fabricated Rubber Products

GERMANY—Rubber soles, all sizes and makes; rubber sheets: 1 by 1 m., 2.7 to 4 mm. thick, black, dark and light brown. Direct purchase and agency. H.C. Bock & Co., (importer), Alstertor 1, Hamburg 1.

■ **INDONESIA**—Amer-Ace brand, hard rubber battery containers and covers, various, 11,064 pcs. Invitation No. 497-63 SM/T/AID/0728.

■ Amer-Ace brand, genuine hard rubber battery containers and covers with "Champion" panel, or equal. Large quantities, various sizes and descriptions. Invitation No. 497-105 SM/T/AID/0719.

Both the above are for loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y.★ SBC-321.

■ Amer-Ace brand, genuine hard rubber battery containers and covers with "Champion" panel, various item numbers, descriptions and quantities. Invitation No. 497-107 SM/T/AID/0726.

■ Conveyor belts 1200 mm., 1400 mm., 800 mm., 2000 m., 150 m., 2000 m., respectively, various thicknesses, sizes. Invitation No. 497-21 SM/T/AID/0197.

Both the above are for loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y.★ SBC-321.

■ **PAKISTAN**—Rubber belt conveyors as per blue print No. C42/F85, including electric motor drives supporting structure, rollers and plows. Control No. 641.

■ Sand conveying system per requirements drawing No. P.O.F./C-42-S/88. Control No. 642.

■ Sand conveying system per requirements drawing No. P.O.F./C-42-S/89. Control No. 643.

All above for loan No. 170. U.S. source. Bid deadline September 6. Chairman P.O.F. Bd., WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from EBASCO Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ **TURKEY**—Inclined belt conveyor installation, including belting, for Zonguldak Coal Mines, comprised of four conveyors to be used in transportation of material on underground slopes. Loan No. 70. Worldwide (899). Bid deadline September 24. Reference No. 117-EKD/3359-A. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained.★ SBC-322.

307 Plastics Products

ECUADOR—Plastic shoes, slippers; requests replies in Spanish. Llantera Soria, (de Gerardo Soria Zurita), (importer, manufacturer), Calle Lorenzo de Garaicoa No. 503, P.O. box 1291, Guayaquil. WTD 5/23/63.

GERMANY—All type of plastic articles used in house construction; requests replies in German. Kermos, Rheinischer Fliesenhandel GmbH., (wholesaler), 236-240 Widdersdorferstrasse, 5 Koeln. WTD 7/31/63.

314 Footwear

ETHIOPIA—Footwear for men, women. Ato Tadesse Wolde Giorgis, (commission agent), P.O. box 2232, Addis Ababa. WTD 7/24/63.

322 Glass, Glassware

CHILE—Matrasses for use in laboratories. Direct purchase and agency; requests replies in Spanish, Mavinsa-Manufacturera y Proveedora Vitivinicola S.A., (importer), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

326 Pottery

■ **INDONESIA**—one party hightension insulators, 6000 v., Thomas link type Hawlet, part No. 11004, faahs code, 3-in., 36 pcs., #1152, acwur, 18 pcs., #1149, eabuc, 18 pcs., metal base pins, #9900, 18 pcs., #10061, hegmy, 36 pcs., #10040, hawub, 18 pcs. Invitation No. 497-162 SM/T/AID/0156. Loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. SBC-321.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Abrasives for special purposes. Direct purchase and agency; requests replies in French. Ets. Ch. Montbahut, (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 3/8/62.

■ **INDONESIA**—Graphite powder 92/96% C, 23,200 kg. net packing in bags, used in the manufacture of iron products. Invitation No. 497-164 SM/T/AID/0151. Loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. SBC-321.

331 Steel Mill Products

■ **GREECE**—Tinplate misprints, approx. 100,000 k., offers to specify size, thickness. Loan No. 240-H-028. U.S. source, quotation deadline September 2. Cabled quotations acceptable. Sidma S.A., (Steel Trading Co. of Macedonia), 1-3 Frangon St., Salonica. All offers to be airmailed directly to central purchasing office: Amariglio Bros., 12 Papastratou St., P.O. box 39, Piraeus. SBC-318.

■ Electrolytic and hot dipped tinplate, 10″ x 10″ and larger, 18″ x 24″ and larger, approx. 700 tons. Gemco O. E., Yakovos Kondopulos & Co., Mavromihal St. 12, Piraeus.

■ Galvanized steel sheets wasters, 24″ x 72″ and larger, 24 gauge and lighter, 500 tons; electrolytic and hot dipped tinplate 10″ x 10″ and larger, 18″ x 24″ and larger, approx. 700 tons. Cable quotations acceptable. Yakovos D. Kondopoulos, S.A., K. Mavromihal St. 12, Piraeus.

Loan No. 240-H-028. U.S. source. Bid deadlines September 1. SBC-314.

■ **INDIA**—Hot rolled electrical steel sheets, prime fresh quality, lengths 36″ x 96″ long, core plated on both sides, aisi type No. M19, thickness .0140, .57 max. core loss, M17, .0140, .51 core loss, 40 tons each. Shipment on 75% U.S. flag, 25% Indian flag vessel. Import license No. DL/55/891/03 1 01/0072. Ajit Radio Corp., 34 Vithaldas Rd., Bombay 2. Cable: QUICKSTART, Bombay. Full description and detailed quotation required.

■ Bright m.s. steel strips in deep drawing quality, 105 mm. x 2 mm. thick, 16 mt., 40 x 1.2, 9 mt.; bright box strapping in size ½″ or ⅝″ x 24 G, 5 mt., import license No. DL/55/1002/03/01/0183. Tool alloy steel, 10% cobalt, different sizes, high carbon chrome oil hardening tool steel in different sizes, $1,680. IL#DL/55/1002/03/01/121. Quotation deadline August 30. Indo Belga Engineering Co., Ltd., Dudheshwar Rd., Ahmedabad 1. Cable: INDOBELGA, Ahmedabad.

■ Stainless steel sheets, aisi-316, size 8′ x 4′, swg 8,10,16, lb. 4160, 4125,2550, balance of quantity in 3/16″. Cif basis. $7,500. Quotation date August 30. Naran Lala Metal Works, Near Rly. Station, Navasari. IL#DL/55/663/0331/0334.

All the above are for loan No. 386-H-082. U.S. source. SBC-314.

■ Electrical grade cold reduced fully processed steel sheets, max. core loss 1.02 watts per lb. at 50 cycles and 10,000 s or 1.85 watts per lb., at 50 cycles and 13,000 s, core plate No. 1, oil and heat resistant, for motor generators, air-cooled transformers, size .020″ x 36 x 120″. Import license No. DL/55/330/03 1 01/0203. Kirloskar Electric Co., Ltd., P.B. No. 1017, Bangalore 3.

■ Mild steel sheets, cold rolled, cold reduced, pickled, bright, annealed, of 14 g., 1000 mm. wide, 2000 mm. long, packed in bundles, weighing not more than 2000 kg. each, suitable for manufacture of switchboard panels, approx. 65 mt. Ref. No. SEP-6/6146/HMG. Electric Construction & Equipment Co., Ltd., Division E.C.E. Switchgear & Lift, 9 Kali Prasanna Singhee Rd., Calcutta 2.

Loan No. 386-H-082. U.S. source. Quotation deadline September 2 for both the above. SBC-314.

■ Cold rolled close annealed steel sheet, bright and smooth finish, suitable for enammeling interior cabinets of domestic refrigerators, 8′ x 3′ or 6′ x 3′, 20,24,26,28,30,31 USG; electrically zinc coated sheets for manufacture of outer cabinets of domestic refrigerators, size 75″ x 48″, 19 and 20 USG. Sur Industries, Pvt., Ltd., 163 Lower Circular Rd., Calcutta 14. Import license No. DL/55/180/03101/0184. $8,334. Quotations desired by September 2.

■ Cold rolled steel sheets mechanically straightened, sizes 1.50, 2.50, 3.00, 4.00 x 1000 x 2.400 mm. Quality equivalent to German St. 13.03, according to din 1623, rolling tolerance to din 1541. C&f basis. DL/55/240/03101/0163. $10,500. Jyoti, Ltd., Post: Chemical Industries, Industrial Area, Baroda 3. Cable: JYOTIPUMPS, Baroda. Quotation date August 30.

Both the above are for loan No. 386-H-082. U.S. source. SBC-314.

■ Seamless steel pipe, to astm A-53, grade A or B; A-106, or api 5L; open hearth or electric furnace only. Sizes from ⅛" to 24", various lengths. Requisition Nos. VMF-3246, VMD 3141, 3254, 3246, 3225. Import license No. A.686881/61. Quotation date September 2. Caltex Oil Refining, (India), Ltd., P.B. No. 15. Visakpatnam 1, Andhra Pradesh. Quotations should be sent to purchasing agency, California Texas Oil Co., Purchasing Dept., 380 Madison Ave., New York 17, N.Y. SBC-318.

■ Hot dipped galvanized plain sheets, sizes 2000 x 1000 and 1250, 14,16,18,20 G, 120, 600 1,000, 200 sheets, total 41,900 kg., or equal. Import license No. DL/55/1173/03101/0171. Batliboi & Co., Bhogilal Leherchand P., Ltd., Forbes St., Bombay 1,BR.

■ P.C. R.C.A. sheets for mgd. oil seals, dynamo/starting pulleys and tail lights for automobiles. IL#DL/55/391/03101/0086. Auto Pins, (India), Regd., Kashmere Gate, Delhi 6.

■ Drawing quality, general purpose grade, 1.5 mm. thick x 8'-0" x 4'-0"; same but 2.0 mm. thick x 8'-0" x 4'-0", 15 tons each; hot rolled silicon steel sheets, 0.5 mm. thick x 8'-0" or nearest, watt loss, 1.8 kw/kg. at 10,000 g., 20 tons. IL#DL/55/81/03101/-169. Larson & Toubro, Ltd., P.O. box 278, I. C. House, Dougall Rd., Ballard Estate, Bombay 1.

All the above are for loan No. 386-H-082. U.S. source. Quotation date September 5. SBC-318.

■ Cold rolled bright steel bars, annealed, to sae-8620 and sae-1016; hot rolled natural steel to sae-4140; carbon chrome forged steel die blocks; nickel chrome molybdenum steel to b.s.s 224-1938 to give Brinell hardness of 360/390, various sizes and quantities. Import license Nos. DL/55/72/0320/0112 and DL/55/72/03101/0164. Quotations desired by September 2. Kothari Auto Parts Manufacturers, Pvt., Ltd., 431 Lamington Rd., Bombay 4.★ Loan No. 386-H-082. U.S. source.

■ Stainless steel and copper finned tubes, root dia. 1", wall thickness 0.065", fin dia. 1.¾, No. of fins per in., 7, fin thickness 0-021", length, 35 ft., 2,000 ft., tempers as finned, annealed. Stainless steel quality 304. To be used as components for dairy machinery. Import license No. A-593378/61/AU-DW/CCI/H.Q./R.M./L-11(E). $49,440. Loan No. 217. U.S. source. Quotations desired by August 31. Larsen & Toubro, Ltd., I. C. House, Dougall Rd., P.O. box 278, Ballard Estate, Bombay 1. SBC-314.

■ Varnished steel strip for electrical cable armouring, 2", 1¾", 1½" x 0.040", 380 mt., 1½", 1¼" x 0.030, 220 mt. c.i.f. to specification 307. Import license No. DL/55/239/03101/0215. The Indian Cable Co., Ltd., 9 Hare St., Calcutta 1. Cable: CABLECO, Calcutta. Bid deadline September 8.★

■ Cold rolled steel sheets, mechanically straightened, 1.50, 2.50, 3.00, 4.00 x 1.000 x 2.400 mm. Equivalent of German quality 13.03, according to din 1623, rolling tolerances to din 1541. C&f basis. Import license No. DL/55/240/03201/0163. Jyoti, Ltd., Baroda 3. Cable: JYOTIPUMPS.

■ Cold rolled close annealed steel sheets, deep drawing, oiled and pickled, 8' x 3' x 16, 18, 22 swg, 30 tons total. Cif, Bombay. IL#DL/55/719/03101/0117. Malik Electric Works, 1, Victoria 3rd Cross Rd., Bombay 27. CABLE: MALIKTRIC, Bombay.

All the above are for loan No. 386-H-082. U.S. source. Bid deadlines September 6 for last two items. SBC-321.

■ Carbon steel sae-52100; carbon steel sae-1026; carbon steel sae-1055; m.s. ground bars or cold drawn bars, sae-1026; m.s. hexagonal bars, sae-1026; m.s. cold drawn bars, sae-1026; carbon steel plates, sae-1055; carbon steel plates, sae-1015. Various sizes and quantities. IL No. DL/55/987/03201/0131. M/s. Grindwell Abrasives, Ltd., Army and Navy Bldg., Mahatma Gandhi Rd., Bombay 1.

■ High speed steel, aisi type No. 2, centreless fround drill rods, ±0.00", completely free of decarburized surface in mill lengths, suitable for manufacture of straight shank drills, 5600 lb., various sizes. IL No. DL/55/285/03201/0021. Twist Drills Manufacturers, Pvt., Ltd., P-17 Mission Row Ext., Calcutta 13. Cable, TAPSANDIES, Calcutta.

Both the above for loan No. 386-H-082. U.S. source. Bid deadline September 3.★ SBC-323.

■ Alloy steel bars, 650 mt. open hearth, hot rolled, round cornered, sq. billets, random mill lengths 16'/18', packed in bare bundles, 6000 lb. max., various sizes, descriptions; alloy steel die blocks, 80 tons, FinkleDurodi Rockwell C, 41 and Temper 2, Finkle Durodi Temper 1, Finkle FX. Loan No. 386-H-082. U.S. source. IL No. DL/55/117/03201/0050. Bid deadline September 9. Tata, Inc., 425 Park Ave., New York 22, N.Y.—Agents of Purchaser. Cable, TATAINC, N.Y.★ SBC-323.

■ Steel sheets, cold reduced, general purpose grade, drawing quality, 10' x 3' 6" x 20bg, 9' x 3' 6" x 22bg, 2480 mm. x 1060 mm. x 24bg; steel sheets, cold rolled, guaranteed enameling grade, drawing quality, 2550 mm. x 1000 mm. x 20bg. $7,392. IL No. DL/55/664/03101/0193. Kalinga Industries, Ltd., Light Engineering Dept., 33 Chittaranjan Ave., Calcutta 12.

■ Valve steel to m.s. 330; xb; 38NCD4; en51; en52; en59; hr; S60/vnc; various descriptions, quantities. IL No. DL/55/485/03201/0065. The Acme Mfg. Co., Ltd., Antop Hill, Wadala, Bombay 31. Cable, "ACMERAY" DADAR, Bombay.★

Both the above for loan No. 386-H-082. U.S. source. Bid deadline September 3. SBC-323.

■ Low alloy constructional steel, hot rolled, to specifications en 8 or sae 1035 (cp No. 4), en 22 or sae 2340 (cp No. 8), en 23 or sae 3435 (cp No. 9), en 47 or sae 6150 (cp No. 13); alloy steel, 3% nickel case hardening quality, hot rolled, to specification en 351 or sae 8620 (cp No. 7). Various sizes, quantities. Loan No. 386-H-082. U.S. source. IL No. DL/55/26/03201/0130. Bid deadline September 4. The Consolidated Pneumatic Tool Co., (India), Ltd., 301/302 Agra Rd., Mulund, Bombay 80.★

■ Carbon steel sae-52100; carbon steel sae-1026; carbon steel sae-1055; m.s. ground bars or cold drawn bars, sae-1026; m.s. hexagonal bars sae-1026; m.s. cold drawn bars sae-1026; carbon steel plates sae-1055; carbon steel plates sae-1015. Various sizes, quantities. Loan No. 217. U.S. source. IL No. DL/55/987/02201/0066. Bid deadline September 3. M/s. Grindwell Abrasives, Ltd., Army & Navy Bldg., Mahatma Gandhi Rd., Bombay 1.★ SBC-323.

■ Mild steel, soft bright sheets, various sizes, large quantities; mild steel, soft bright in coils, 0.4 mm. thick, plus/minus 0.2 mm. width, 3000 kg., 0.5 mm. thick, 47 plus/minus 0.2 mm width x coil, 2000 kg. Import license No. DL/55/254/03101/0101. Loan No. 386-H-082. U.S. source. Quotations desired by September 5. Phillips India, Ltd., 19 Convent Rd., Calcutta 20.

■ Steel for the manufacture of ball pins for tie rod ends for automobiles, cold drawn bright straight bars, 11-12' lengths to sae 8615, 15/16", 1 3/32" dia. for black rolled bars, 29/32", 1 5/32" if drawn bars, 10 tons each. Import license No. DL/55/757/03201/0084. Loan No. 386-H-082. U.S. source. Quotations desired by September 5. Rane, (Madras), Ltd., Rane Bldg., 47 Velacheri Rd., Madras, 32. Cable quotations acceptable if specifications airmailed. SBC-322.

■ Cold rolled steel sheets, full finish, spec. Jisg 3310 Spc-1. deep drawing 8' x 4', swg 22 and 26, 50% each, cif basis. Import license #DL/55/891/03 1 01/0197. $5,250. Loan No. 386-H-082. U.S. source. Quotations desired by September 2. Ajit Radio Corp., 34 Vithaldas Rd., P.B. No. 2057, Bombay 2. Cable: QUICKSTART, Bombay. SBC-322.

■ **INDONESIA**—Galvanized steel wire ropes, 1", ⅝", ½", 300, 4000, 3000 mtr. Indicate psi for each size. 92,5/100 mm. length 4216 boiler tubes for Babcock & Wilcox boiler, pressure 13½ atm., 500 pcs. 8' x 4' x ⅛, 50,000 kgs., 8' x 4' x 3/16, iron sheets, half steel, 22,150 kg. (Two orders for same quantity and description.) Must be suitably protected against corrosion in tropical climate and packed for ocean shipment. 8' x 4' x 3/16" iron sheets, 38,000 kg. Invitation Nos. 497-162-SM/T/AID/0156. Loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. SBC-321.

■ **ISRAEL**—Carbon steel piping materials per requisition 293-G-3, new material only. Piping material lists can be obtained at a cost of $7.50.

■ Structural steel materials for construction of ladders and platforms on refineries on spec. 293-L-3. Material lists can be obtained at a cost of $5.00 per set.

For both the above, loan No. 28, U.S. source, bid deadline September 2, S/A No. 791/1/516. Delivery desired by November. Prices should be itemized; both trade and cash discounts shown. Suppliers may devise own forms for submitting tender in duplicate to buyer. Tenders should refer to S/A No. and should be prepared on basis fas U.S. port of exit. Litwin International Inc., 520 E. William St., Wichita, Kans., Attn: Mr. N. Schofer. SBC-318.

● **PAKISTAN**—Wire fencing M.S. galvanized, 7-strand x 14 s.w.g., 700 cwt., to S&D specification No. G/Metals -11. Tender No. P6/FI/183/63/ACST, bid deadline September 9. Controller of Stores, Pakistan Eastern Railway, Pahartai, Chittagong.★ (Telephone: WO 7-2363).

■ M.S. plates, 8' x 4', thicknesses 5/16, ⅜, ½, ⅝, ¾ and 1 in. G.P. sheets, 8' x 3'; 24, 26, 28 and 30 G. G.C. sheets, 8', 9', 10' in 26 G. M.S. joists, 5" x 3", 6" x 3", 7" x 4", 8" x 4", 9" x 5", 10" x 5", 12" x 6". M.S. sheets, 8' x 3' in 16, 18, 20, 22, 24, 26, 28 and 30 G. Pig iron. IL No. 346549. $10,290. Paramount Corp., 110-A Gordhandas Market, Karachi 2. Cable, TOBACCO.

■ M.S. window sections in random lengths; types M-4143, M-4165, M-3967, M-2068, M-150, M-1340, M-1042. $10,953. IL No. 218796. Steelex Window Manufacturers, Opp: Eedghah, Bunder Rd., Karachi. Cable, LIBERTY.

■ G.I. sheets, 16-30G; m.s. sheets, 12-30G;

m.s. plates, ⅛″-1″; m.s. joists and channels, 3″ x 3″ to 12 x 5; g.i. pipes, 4″-8″; pig iron; tin plates, 30G; m.s. angles and tees; g.i. and black wire. $30,660. IL No. 345696. Fairdeal Commercial Corp., Mulji St., Kharadhar, Karachi 2. Cable, FAIRCOM.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-319.

■ Mild steel plates, ⅜, ½, ¾, ⅝ and 1 in., 21 tons, mild steel shafts, 3½″ and 5″, 3 tons; pig iron, first grade, machine cast foundry, 50 tons; seamless steel pipe, 7″ dia., 1000 ft., complete with sockets. IL No. 220659. The Associated Cement Co., Ltd., Nelsons Chambers, McLeod Rd., Karachi.

■ Pig iron, machine cast foundry, 50 tons; m.s. plates, 8′ x 4′, thicknesses 1¼″ and 1″, 10 tons. IL No. 12360. Dalmia Cement, Ltd., P.O. Shantinagar, Karachi 12. Cable, ROCKCEMENT, Karachi.

■ Mild steel billets, prime, 2 x 2 and 2½ x 2½ sq., to sae 1020, T.S. 28/32 tons, elongation 20%, lengths 18 ft. and above. Heat mark to be stamped on each billet. To be accompanied by work test certificate. IL No. 335511. $34,070. Alavi Steel Industries, 67 Luxmi Bldg., Bunder Rd., Karachi. Cable, JEPIAM.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-319.

■ Screw wire, ordinary Thomas commercial quality, suitable for manufacturing wood screws; equally assorted in value for screws Nos. 6, 8, 9, 10, 12; IL No. 241868. Galvanized iron wire in usual mill coils; common regular zinc coating; for use in manufacturing wire screens; various sizes; $22,000; IL No. 254088. Bright steel wire suitable for manufacturing wire nails per ASTM-A7; various sizes; $159,007; IL No. 241869. Loan No. 391-H-066. U.S. source. Quotation deadline September 2. Keamari Docks, Ltd., Steel House, W. Wharf Rd., Karachi. Cable quotations acceptable.★ SBC-319.

■ Stainless steel sheet, $6,300; aisi 320, 2B/2D, 3′ x 8′, bg 22, 24; stainless steel flat bars aisi 410, ½″ x ¼″. ½″ x 3/16″. SA No. RMO40543. Loan No. 7. U.S. source. Rashid Turner, Sialkot City, West. Bid deadline September 6.

■ Galvanized iron sheets with 1.25 oz. zinc coating on both sides, astm A.361-58T; crca mild steel black sheets, astm A.366-58T; hrca mild steel black sheets, astm A.415-58T; mild steel plates, astm A.7; black iron pipes, seamless, A-53 or A-120; g.i. pipes, 4″-10″ dia., A-53 or A-120; tin plates, prime coke, with 1.25 oz. coating, 18¾″ x 28″ and 20″ x 30″, bg 30; pig iron. $11,340. Loan No. 391-H-066. U.S. source. Quotation deadline September 2. IL No. 336885. Yusafali M.M. Lookmanji, Napier Rd., Karachi 2. Cable, YAALI. SBC-319.

■ Pig iron, $6,300, analysis silicon 3.0/3.5%, manganese .5/1.0%, phosphorus .6/1.0%, sulphur .05% max., carbon 3.0/4.0%. C&f Karachi. M.A. Din & Sons, 2 Chamberlane Rd., Lahore. Cable, CHANDLER, Lahore.

■ Stainless steel bars, aisi 420, hot rolled annealed, free from cracks and other rolling defects; stainless steel bars, aisi 410, hot rolled annealed, free from cracks and other rolling defects, flats and rounds, various sizes. Stainless steel sheets, cold rolled, annealed and descaled, aisi 304, 18/8 quality, 2B and 2D finish, 8′ x 4′, 6½′ x 3½′, or other standard sizes, thicknesses 8-30 swg. Stainless steel wire, aisi 304, 18/8, annealed and pickled. $31,500. SA No. RMO40664. The Union Surgical Co., Excelsior Works, Court Rd., Sialkot City, W. Cable, SURGICO, Sialkot City.

Both the above for loan No. 7. U.S. source. Quotation deadline September 6.★ SBC-319.

■ Galvanized plain steel sheets, 1.25 oz. zinc coating on both sides, astm A-361, 8′ x 3′, 26 and 30 bg. $5,880. IL No. 232637. Azad Muhajir Trunk Factory, Kutchery Bazaar, Sargodha.

■ Rivet wire, 31/64″, 23/64″, 2 and 3 bg; nail wire, 6 to 17 bg; m.s. sheets, 14 to 22 gauge; pig iron, sand casting, high silicon and carbon; g.i. wire, 6 and 8 bg. $20,580. IL No. 232862. Lever Lock Hdwe. Co., (Regd), 33 Branderth Rd., Lahore. Cable: LEVLOCK, Lahore.

■ Stainless steel sheets, non-magnetic, 18/8 aisi, type 304, 2B or 2D finish, 8′ x 3′, 18, 20 and 22 gauge, 2 tons; electric resistance welded steel tube, semi-bright quality, plain at ends, 20′ length, 1″ outside dia., 16 gauge, 20,000 ft.; same, 1¼″ outside dia., 16 gauge, 15,000 ft.; m.s. sheets, crca, cold rolled, close annealed, pickled and oiled, prime quality, 8′ x 3′, 20 and 22 gauge, 10 tons; galvanized sheets, g.i. plain, zinc coating, prime quality, 8′ x 3′, 20 and 22 gauge, 5 tons. IL No. 233240. Taqi Butt & Co., 266 Ferozepur Rd., P.O. Regional Laboratories, Lahore 16. Cable, SURGICAL, Lahore.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Steel sheets, plain galvanized, zinc coating 1.25 oz./sq. ft., 96″ x 36″, bg 24, 26, 28 and 30, 20 lt. IL 233347. Amristar Metal Works, Cooperative Society, Ltd., Circular Road, Gujranwala, W.

■ M.S. billets, prime quality, lengths 18′ or above, with heat mark die stamped thereon, accompanied by works test certificate, sae 1020, 2″ x 2″. $40,950. IL No. 234033. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore.

■ M.S. billets, prime quality, aisi 1010 and 1020, 2″ x 2″, 2½″ x 2½″, 3″ x 3″, length over 18′. $60,060. IL 234408. Sitara Safe Factory & Re-Rolling Mills, Badami, Bagh, Lahore. Cable quotations acceptable.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Nail wire, bright hard-drawn, Thomas commercial quality, in catchweight coils, BWG 8, 9, 10, 12, 13, 14, 15, 17; tin plate, electrolytic, prime, 0.75-1.25 coating base, wgt. 107 lb., 20″ x 30″, 18¾″ x 28″, bg 30; pig iron, grade II, analysis phosphorus 1.0-1.4%, silicon 2.5-3%, carbon 3.2-4% sulphur 0.05% max., manganese 2.25-3%. IL No. 235693. $12,915. Z.A. Sami & Bros., 10 Anarkali, Lahore, W. Cable, FAULADWALA Lahore.

■ Steel sheets, prime electrical, uninsulated, max. core loss not to exceed 1.5 watts/lb. at 10,000 gausses and 50 cycles, silicon contents above 0.6%, 96″ x 36″ x 0.018″, $73,500. Foundry pig iron, carbon 3.50-4.20%, silicon 3.50-4.25%, manganese 0.50-1.25%, phosphorus max. 0.30%, sulphur 0.05% max., $10,500; m.s. plates, prime, plain, hot rolled or cold reduced, fully annealed, 96″ x 48″ x 0.125″, $7,350; m.s. sheets, prime, plain, hot rolled or cold reduced, fully annealed, 96″ x 48″ x 0.080″, $3,150; m.s. sheets, prime, plain, polished both sides, hot rolled or cold reduced, fully annealed, 96″ x 48″ x 0.028″, $2,100. IL No. 235687. S. Muhammad Din & Sons, Ltd., Shahdara Mills, Lahore. Cable, NEFANS, Lahore, W. Pakistan.

Both the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Mechanical steel tubing, electric resistance, welded, cold rolled flash, oiled inside and outside; and/or, mechanical steel tubing, cold drawn seamless, oiled inside and outside; 655,000 feet, multiple lengths, various sizes. Strip steel, cold rolled, C1010, bright finish No. 2, No. 4 temper, No. 3 slit edge, in coils, oiled, 24 bg x 4¼″; 35 lt. Strip steel, cold rolled, No. 2 bright finish, half hard temper, No. 3 slit edge, in coils, oiled, 20 bg x 5″, 13 bg x 10 3/16″; 12 lt. Cold rolled steel sheets, drawing quality, pickled and annealed in process, 36″ x 96″, bg 10, 12, 13, 14, 16, 18, 20, 22; 149 lt. Round steel bar, bright cold finished, precutting quality, MxI and similar classes in S&C, length, 10-12 ft., oiled, diameters ½″, ⅜″, 5/8″, 5/16″, 9/16″, 11/16″, 11/32″; 37 lt. Round wire, bright, hard drawn, low carbon, industrial quality, in cw coils, oiled, dia. 3/16″, 5/32″, 7/32″; 14 lt. Steel spring wire, bright, hard drawn, high carbon, in cw coils, oiled, swg 8, 13, and 16, t.s. 80/90, 100/110 and 110/120; 19 lt. IL No. 235690. Pakistan Cycle Industrial Cooperative Society, Ltd., National House, The Mall, P.O. box 458, Lahore. Cable, BIKE, Lahore. All for loan No. 391-H-066, U.S. source, quotation deadline September 6.★ SBC-316.

■ M.S. billets, prime standard quality, sae 1020/1025, heat marks die stamped on each piece and accompanied by works test certificate, length 18′ or above, 2″, 2½″ and 3″ sq. IL No. 236572. C&f Karachi. $83,160. Sultan Foundry, (Regd), Badami Bagh, Lahore. Cable, SULTANPIPE, Lahore.

■ Stainless steel sheets, 18/8 nonmagnetic quality, cold rolled, heat treated and pickled, up to aisi type 302, standard finish 2D, 6′ x 3′, 7′ x 3′, 7′ x 4′, 8′ x 4′ and/or 10′ x 4′, bg 10, 12, 14, 16, 18 and/or 20. IL No. 235688. $12,180. Mohammad Din & Sons, 30, The Mall, P.B. 87, Lahore W.

■ Steel sheets, galvanized corrugated, c.i., 26 bg, 8′, 9′, and 10′ in equal quantities. IL No. 260733. $6,300. Haji Ahmad Bros., Khatunganj, Chittagong. Cable GRAINSEED COAST, Chittagong.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Galvanized iron sheets, 100 tons, corrugated, prime quality, 1.25 oz. zinc coating, width 32″ after corrugation, in bundles of about 2 cwt., bg 24-26, length 6′-10′, width 3′. Galvanized iron sheets, 50 tons, plain, prime quality, 1.25 oz. zinc coating, in bundles of about 2 cwt., 16-34 gauge. M.S. plates, 25 tons, ⅛″-½″ thick. M.S. black sheets, or crca, 30 tons, 16-31 gauge. Gd. iron pipes, 50,000 rft., 20 ft. lengths, in bundles of about 2 cwt., ½″-6″ diameter. M.S. angles, 50 tons, 20 ft. lengths, 1″ x 1″ x ⅛″, 1½″ x 1½″ x 3/16″, 2½″ x 2½″ x ¼″, 2″ x 2″ x ¼″, 3″ x 3″ x ¼″. M.S. pipe, 10,000 ft. black, 20 ft. lengths, 4″-6″ dia. Electrolytic tinplate, 18″ x 24″ and larger, 32/34 gauge and lighter, assorted size and gauge. Quantity to cover c&f value. IL No. 260812. Mirza Aboo & Co., 100 Chatteswari Rd., Chittagong. Cable, MIRZAB, Chittagong.

■ Galvanized steel Buttweld pipe, U.S. standard wgt., English threads and coupling on one end, to astm specification A-120 latest revision, lengths 20-22 ft., ½″, ¾″, 1½″. IL No. 271881. $16,800. C&f. Gladstone Wyllie & Co., Ltd., Ispahani Bldg., Quaid-E-Azam Rd., Chittagong, E. Cable, GLADSWYLL, Chittagong.

Both above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Steel pipes, galvanized, 1½" dia., British threaded and socketed at one end, ⅛" thick, 18 ft. or 24 ft. lengths. $14,700. IL No. 275357. Haleem Engineering Works, Ltd., Dost Bldg., M.A. Jinnah Rd., Chittagong, Cable, HALEEMENG.

■ M.S. plates, open hearth, commercial quality, 155 lt., 20' x 5' x ¼", 10' x 5' x ⅛", ⅜", 3/16" and ½". M.S. channels, 10.5 lt., commercial quality, various sizes and weights. IL 276050. Ispahani Marshall, Ltd., Ispahani Bldg., Agrabad, Chittagong, E. Cable ISPMAR, Chittagong.

■ Pig iron, machine cast, analysis silicon 2.75-3.25%, carbon 3-4%, phosphor 0.4% max., manganese 0.5-1%, sulphur 0.05%. IL 278030. $20,833. Pakistan Allied Industries, Ltd., W. Mecot Rd., Khulna, E. Cable, CASTERS, Khulna.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6.★ SBC-316.

■ Flat sheets, galvanized 30/31 GSG, 6' x 3'; b.p. sheets, 16 bg, 10' x 4'; tin plate waste, 30/34 gauge, 20" x 30" and/or larger; galvanized soft iron wire, 18 Swg. IL No. 280086. $7,520. Fazal Wire & Metal Industries, 134 Lalmohon Saha St., Dacca 1. Cable, PROMOTERS, Dacca.

■ Steel sheets, galvanized, corrugated, $38,430, prime quality, 10/3" corrugation, 1.25 oz. zinc coating per sq. ft., lengths 6, 7, 8, 9, 10 ft., width 32" after corrugation, gauges 24 and 26. Galvanized steel tubes, $21,000, inside dia. ¼", ¾", 1", 1½", 2", 3". Mild steel equal angles, $10,500, 2½" x 2½" x ¼" and 3" x 3" x ¼". C&f Chittagong. Pakistan Mercantile Corp., Ltd., 314 Khatunganj, P.O. box 422, Chittagong, E. Cable, SELECTION, Chittagong.

Both the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Mild steel billets, sae 1020 or bss-15, lengths 18 ft. and above with 10% short down to 10 ft., 50 x 50 mm. and 60 x 60 mm., heat marked, mills test certificate to accompany invoice. IL No. 288127. Eastern Pakistan Commercial Corp., Ltd., Shampur, Faridabad, Dacca 4. Cable, IMPEX, Dacca.

■ Foundry pig iron, machine cast, analysis carbon 3.0-4.5%, manganese .5-1.0%, silicon 2.5-3.5%, phosphorus .60% max., sulphur .05% max. Mild steel plates, hot rolled, commercial quality, 4' x 8/10', thicknesses ⅛" to 1". Mild steel equal angles, commercial quality, length 25'-30', thicknesses 2" x 2", 2½" x 2" and 3" x 3", ¼", and 1½" x 1½", ⅛". Tee bars, commercial quality, ¾" x ¾" x ⅛". Mild steel rounds, commercial quality, above 3" dia. IL No. 288-916. $14,705. Mohmood Engineering Works, 346 Coaltuly Lane, Enayet Bazaar, Chittagong, E.

Both the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ M.S. billets, 2"-3" square, 18'-20' long with 10% variations down to 10', with heat mark and die stamped, approx. 3000 tons, sae/1030 (preferred), or sae/1020, sae/1025. IL 121244. A. Ismailjee & Sons, Ltd., P.B. 39, Adamjee St., Saddar, Rawalpindi. Cable, "GUNS" Rawalpindi.

■ C.I. sheets, gauge 24 or 26, 6'-10' x 3 corrugation, 10 corrugations, depth ¾", to conform astm-A361-58T, zinc coating 1.25/2.00 oz. per sq. ft., super, both sides; m.s. plates, 8' x 4' x 3/16", ¼" and ⅛", $3150; g.i. pipe, ½" and ¾" dia., astm-A283-58, $4200; window sections, $1680. IL No. 146015, $19,530. General Iron and Steel Co., (DA), Ltd., 24 Sadarghat Rd., Chittagong. Cable, "GENISCO" Dacca.

■ Mild steel sheets, crca quality, first choice prime, 8' x 4', 20 and 22 u.s.g.; mild steel plates, first choice prime, 8' x 4', ⅛" and 3/16" thick, $5,625. IL No. 186036. E-Pak Engineering Co., 165 Revati Mohan Das Rd., Dacca 1, E.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Galvanized iron/steel pipes, British threads and sockets, 18'-25' lengths, ½", ¾", 1" and 1½" dia., $5,250; galvanized iron/steel sheets, corrugated, 1.25 oz. zinc coating, 10/3" corrugations, 6'-10' long, 24 and 26 bg, $5,250. IL No. 186295, $10,500. M/S. Pakistan Hardware Stores, P.O. & Dist. Rajshahi, E. Cable "HARDWARE."

■ G.P. sheets, prime quality with 1.25 zinc, coating on both sides, 8' x 3', 26, 28 and 30 bg. IL No. 201305, $5,460. C&f Karachi. A.D. Butt & Co., Raja Bazaar, Sialkot City. Cable, "BUTT" Sialkot.

■ Mild steel billets, prime standard quality, sae 1020/1025, with heat marks die stamped on each and accompanied by Works Test Certificate, length 18' or above, 2", 2½" sq., $32,760. C&f Karachi. Multan Steel Re-Rolling Mills, Nishat Rd., Multan. Cable, MULTAN STEEL RE-ROLLING MILLS, Multan.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ Pig iron, analysis silicon 3.0/3.5%, manganese .5/1.0%, phosphor .6/1.0%, sulphur .05% max., carbon 3.0/4%; m.s. plates, 8' x 4', 10 bg, 3/16" and ¼"; m.s. sheets, 8' x 3' x 26 bg. $9,324. C&f Karachi. IL No. 202781. M/s Unique Engineering Works, (Regd), G.T. Rd., Gujranwala. Cable, "UNIQUE," Gujranwala.

■ C.R. steel sheets, 8' x 3', 16, 18 and 20 bg; h.r. steel sheets, 8' x 4' x 14 bg. $5,250. C&f Karachi. IL 205215. Farooq Engineering Works, Shah Burham, Chiniot. Cable, "FAROOQ ENGINEERING WORKS" Chiniot.

■ M.S. sheets, crca pickled and oiled both sides, 50 tons, 14, 15, 16, 17, 18 gauge. IL No. 206706. Messrs. Sittara Factory Registered outside Khaili Gate, Gujranwala.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ High silicon electrical steel sheet, both sides insulated, core loss not exceeding 1.3 watts/lb. at B 10,000, 50 cycles, U.S. grade M-43, thickness .020" or ½ mm., suitable for making stampings. If in sheets, 36" wide, 72" or 96" long. If in coils, 36" wide, standard wgt. $34,650. Foundry pig iron, analysis carbon 3%-4%, silicon 2.5%-3%, manganese 0.4-0.7%, phosphor 1.4-2%, sulphur 0.05% to max., $15,750. Bright steel bars, 22-28 tons/sq. in. tensile strength, fully annealed, in random lengths of 20'-30', sizes ¼", 5/16", ⅜", ½", 5/8", ¾", $2,100. Import license No. 206-740, $52,500.

■ High silicon electrical steel sheet, one or both sides insulated, max. core loss 1.3 watts/lb. at B 10,000, 50 cycles in coil of 31" and 36" width, 0.020" thickness. $24,192. IL No. 206745.

Both the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. C&f Karachi. Climax Engineering Co., Ltd., G. T. Rd., Climaxabad, Gujranwala, W. Cable, CLIMAX, Gujranwala. SBC-316.

■ M.S. billets, prime standard, with heat marks die stamped on each piece, with work test certificate, length 18' or above, sizes 2", 2½" and 3". IL No. 207708, $52,080. C&f Karachi. Said Steel Re-Rolling Mills, Shalamar Town, Lahore. Cable quotations acceptable.

■ G.P. sheets, 1.25 zinc coating, 8' x 3', bg 24, 26, 28, 30. IL No. 208254. $5,250. C&f Karachi. M. Mohammad Din & Sons, Railway Rd., Kasur. Cable quotations acceptable.

■ M.S. billets, prime standard quality, with heat marks stamped on each piece and accompanied by works test certificate, 2", 2½", 3" sq., length 18' or above. IL No. 208348. $52,500. C&f Karachi. Chinab Engineering Works & Iron Foundry, Samundri Rd., Lyallpur, W. Cable, CHINAB ENGINEERING WORKS.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ M.S. sheets, hrca, 8' x 3', 8' x 4', 6' x 3', 12 bg, tensile strength in rolled condition 100-120 kg./mm., analysis carbon 0.95-1.10%, silicon 0.25-0.40%, manganese 0.60-0.80%, phosphor and sulphur max. 0.025% each. IL No. 219306. $5,250. Fas, freight rate per lt. c&f Karachi. Ittefaq Foundry & Workshop, Ltd., 90 Railway Rd., Lahore. Cable, ITTEFAQCO, Lahore.

■ M.S. sheets, 12, 14, 16, 18 and 20 bg, 4' x 8' and 3' x 8'; m.s. strips, 2¼", 3" and 4½" x 16 bg, 2¼" and 3" x 18 bg; pig iron, machine cast foundry grade, silicon 2.5-3.0%, manganese max. 1%, phosphor 0.7%, sulphur max. .045%, carbon 3.5-4.2%. IL No. 220846. $10,290. Aijaz Oil & Conduit Pipe Mills, (Regd), Old Hospital, Gujranwala. Cable, AIJAZ MILL, Gujranwala.

■ Foundry grade pig iron, analysis carbon 3.5-4.2%, silicon 2.5-3.0%, manganese .6-1.0%, phosphor .3-.5%, sulphur .05% max.; hot rolled m.s. sheets, to astm A-415, 8' x 4', ⅛" and 3/16". IL No. 222238. $5,985. Sh. Muhammad Yaqub & Co., Nankana Saheb.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

■ M.S. billets, prime standard quality, sae-1020, heat marks stamped on each piece and accompanied by works test certificate, length 18' or above, 2" and 2½" sq. IL. No. 224363. $17,640. Sunlight Foundry, (Regd), Dina Nagar Rd., Gujranwala.

■ Galvanized iron plain sheets, prime quality, astm-Q-1-716 (3), about 45 lt., 96" x 36" x 24/26/28/30 bg. IL No. 224757. Chiraghuddin & Sons, Thakarsingh Gate, Gujranwala.

■ M.S. sheets, crca bright, oiled, closed, annealed, pickled, open hearth prime commercial quality, 8' x 3', USG 26, 28 and 30. To be approx. equal in quantity or any one gauge. IL No. 228470. $6,300. Quraishi & Sons, BB/925 Behind Asghar Mall, Rawalpindi.

■ Pig iron, analysis carbon 0.1%, silicon 0.02%, manganese 0.4%, sulphur 0.03%, nickel low. 100 tons, 6, 8 and 10 swg. Import license No. 232086. Pakistan Industrial Gases, Ltd., 118 G.T. Rd., Lahore 15. Cable, PINC, Lahore.

All the above for loan No. 391-H-066, U.S. source, quotation deadline September 6. SBC-316.

● Pipe, malleable iron or mill steel, with sockets, ½" bore, 38,100 rft.; ¾" bore, 25,000 rft.; 1" bore, 22,950 rft. All items to prss No. W-3-496 (water quality) or bss-1387/57 (heavy quality). Tender No. P6/157/63/ACST, bid deadline September 9. Controller of Stores, Pakistan Eastern Railway, Pahartali, Chittagong.★ (Telephone: WO 7-2363).

■ Steel items, long list, large quantities, various sizes, descriptions, including binding strips, binding clips, ¾" e.t. heavy gauge, sold brown black enameled steel conduit tubing in random lengths 10/13 ft., carbon steel seamless tubes, mild steel continuous weld tubing, elbows, plugs, sockets, flanges. IL No. 331815. The Attock Oil Co., Ltd., Writers Chambers, Dunolly Rd., Karachi.

■ Bright, hard drawn, C 1015, cold heading quality rivet wire in mill-run catchweight coils not exceeding 150 lb. each, tensile approx. 100,000 psi max., 7 lt., various sizes. Cold rolled bright steel strip for inside and outside plates in coils, C 1065, 2 finish, hard temper, tensile 142234/156457 psi, oiled, shrouded with polykote metal, 24 lt., various sizes. Cold rolled bright steel strip for inside and outside plates, in coils, C 1045, 2 finish, 3 edge, hard temper, tensile 135122/142234 psi, shrouded with polykote metal, 2 lt., various sizes. C.R. flat wire for bushes to C 1015, 2 finish, 1 temper, 1 round edge, tensile 85340/99564 psi, in coils, oiled, ribbon wound, 7 lt., various sizes. C.R. steel strip for rollers to C 1008, deep drawing quality in coils, oiled, 2 finish, 4 temper, 3 edge, tensile 56894/64005 psi, 5 lt. IL No. 253548. Pakistan Industrial Chains Co., 34-35 Forbes Bldg., Bunder Rd., Karachi. Cable, DRIVECHAIN, Karachi.

Both above for loan No. 391-H-066. U.S. source. Quotation deadline September 2.★ SBC-319.

■ Mild steel equal angles to astm A-7 or open hearth basic wild steel to bss 15-1961 in random lengths; m.s. channels to astm A-7 or to bss 15-1961; hot rolled mild steel plates to astm A-7 or to bss 15-1961; hot rolled mild steel sheets, drawing quality, once pickled and heavily oiled, to bss 1449-EN2; hot rolled alloy steel, aircraft quality, annealed, pickled and oiled, sae 4130; high speed steel, super Cyclone (SC) esc, 12% cobalts and 22% tungsten; Alleghany Ludlum DS-4 hot rolled and annealed tool steel bars in 10/12'random lengths or tool steel non-shrinking K-9 quality; Balfours NSS3 tool steel hexagon; high speed steel tool bits, Super Cyclone, C .80%, Cr 4.5% W 22%, V 1.4%, Co 12%; carbon chrome alloy steel, ground flat stock; hot rolled mild steel plates to astm A-7 or bss 15-1961; hot rolled mild steel to astm A-7 or bss 15-1961; terne plate coated with lead and tin with approx. 85% tin and 15% lead. $70,035. IL No. 251134. Loan No. 391-H-066. U.S. source. Quotation deadline September 2. Ghandhara Industries, Ltd., Hab Chauki Rd., Mauripur, S.I.T.E., P.O. box 2706, Karachi 13. Cable, GHANDHARA.★ SBC-319.

■ M.s. bright nailwire, open hearth steel, hard drawn, to astm A1010/1008, drawn from rods annealed before drawing, in bare catchweight coils of 120/150 lb., bwg 4 to 20. IL No. 331118. $40,712. Pakistan Metal Industries, Verley Rd., Karachi.

■ Pig iron, machine cast, foundry, analysis silicon 2.5-3.5%, manganese .5-1%, phosphorus .5%, sulphur .05%. IL No. 243951. $6,192. C&f. Solid Ice & Cold Storage Co., Lawrence Rd., Karachi.

■ Pig iron, malleable, white quality. IL No. 330561. $6,930. C&f Karachi. 100% U.S. flag vessels. Hyesons Steel Mills, Ltd., Abdul Hye Chambers, Dockyard Rd., Karachi 2.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-319.

■ M.S. billets, 1¾" x 1¾", 2" x 2", 2½" x 2½", prime, length 18' and above, astm-A 273-58 T/aisi-C 1020 or bss-15/1948, suitable for rerolling of m.s. bars and structural steel having tensile strength of 28-33/ton/sq. in., elongation min. 20% and yield stresses 15:25 ton/sq. in. of 2240 lb. Each billet to be heat marked and works certificate to accompany the document. IL No. 238796. $163,800. Karachi Rolling Mills, Fakir Mohd Durrakham Rd., Usmanabad, Karachi.

■ Galvanized plain sheets, 1.25 oz. zinc coating, commercial quality, bright soft, astm A361-59T, 8' x 3', bg 20, 22, 24, 26, 28 and 30; mild steel sheets, hrca hot rolled, commercial quality, astm A415-58T, 8' x 3', bg 12, 14; galvanized corrugated sheets, 1.25 oz. zinc coating, commercial quality, bright, soft, astma 361-59T, 8' x 3/10", bg 26; Tin plates, waste waste, .25 coating, bright, soft, gauge 30, electrolytic, 18" x 24" and larger. IL No. 345480. $32,130. C&f Karachi. Pakistan Trading Corp., 393 Bunder Rd., Karachi.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-319.

■ M.S. wire, plain or copperized, 12 swg, ⅛" dia.-5/32" dia. $12,600. Import license No. 331150. Premier Engineering Co., Ltd., Bombay Villa, Malir City, Karachi 23. Cable quotations acceptable. Quotation date September 5.

■ M.S. plates, to astm-a-7-61T, with works test certificate, 25' x 3" x 6' x ½", 25 tons; 15'-9" x 5' x 3/16", 15 tons; bright cold rolled close annealed, steel strips, rimmed drawing quality, hard 20 swg, in coils and oiled. $8,820. IL#342787. The United Steel Co., Pakistan, Ltd., Jubilee Indurance House, McLeod Rd., Karachi 2. Cable: UNISTEEL, Karachi.

■ Cold reduced m.s. sheets m. 8' x 3', 6' x 2', 6' x 3', 8' x 4' x 20, 22, 24, 18 and 16 gauges; hot rolled m.s. strips; stainless steel sheets, 6' x 3' x 26G, bars round ⅜", flat ¼"; hot rolled strips, 3" x 14 gauge, 4" x 14 G, 3" x 16 G; alloy steel flat ¾" x 6' around 6" dia. $5,368. IL#251702. Gujrat Steel Production, 183-A.M., Shahrah Iraq, Saddar. Cable: JEESPEE.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadline for last two items September 4. SBC-322.

■ Steel sheets, cold rolled, commercial, Thomas quality, single pickled, 8' x 3', 20 swg, 35 tons, 16 swg, 5 tons; pig iron, foundry quality, 20 tons. Import license No. 231891. Saifee Development Corp., Ltd., Street No. 1, South Ave., Sind Industrial Trading Estates, Karachi 16.

■ G.I. wire 8 bwg, 10 lt.; electrolytic tinplate, cold reduced, 0.75 coating, 30 gauge, assorted to sizes and base wgts.; prime coke tinplate, cold rolled, hot dipped, 1.25 lb. pot yield, 30 gauge, 107 lb. base wgt., sizes for both, 18¾" x 28" and 20" x 30". Total value of tinplates $72,534, less the value of g.i. wire. Import license No. 345151. National Chemical Industries, F/, S.I.T.E., Opp: General Motors, Hub River Rd., Karachi 13. Cable: BARKATI.

Both the above are for loan No. 391-H-066. U.S. source. Quotations desired by September 5. SBC-322.

■ Nail wire, gauges 6, 8, 9, 10, 12, 14, 17, chain wire, gauges 6, 7, 8, $44,100. IL No. 235926. Lahore Hardware & Mill Stores, Sultanpura Rd., Lahore. Cable, ROUNDBARS, Lahore.

■ M.S. billets, standard quality, prime, 2" x 2", lengths 18' and above, heat mark die stamped, accompanied by work test certificate, to sae 1020. $48,510. IL No. 235823. Sultanpura Steel Re-Rolling Mills, Ltd., Sultanpura Rd., Lahore. Cable, ROUNDBARS, Lahore.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-323.

■ High carbon steel bars, grade 1065 with 0.60/70% carbon, grade 1095 with 0.91/1.0% carbon; stainless steel sheets, aisi 302/304 and 430; stainless steel round bars, aisi 302/304 and 410/430; stainless steel strips, aisi 410 double beveled; stainless steel tubes, aisi 304/321. Large quantities, various sizes. IL No. 224367. Khawri & Co., Nizamabad, P.O. box 7, Wazirabad. Cable, KHAWARICO, NIZAMABAD, Pakistan.★

■ M.S. commercial grade steel plates, 8' x 4' or 10' x 5', ⅛, 3/16, ¼, 5/16, ⅜, ½, ¾ and 1 in. C&f. $5,250. IL No. 232535. The Crescent & Star Industrial Co., Ltd., G.T. Rd., Gujranwala. Cable, CRESCENT Gujranwala.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 2. SBC-323.

● **SUDAN**—Light rails, 35 lb/yd., 20 km. double new steel rails to British. British revised section having two holes at each end ⅞" dia. at 3½" centers, 30 ft. lengths, and complete accessories for same. Bid deadline Sept. 18. The Sudan Gezira Board, Supplies Dept. Barakat.★ This cancels previous tender published in INTERNATIONAL COMMERCE, August 12, p. 24.

■ **TURKEY**—Common coke tinplate, u/a 0.75 lb. coating, 107 lb. base wgt., 20" x 30" and 18¾" x 28", $20,000, IL No. 7544. Electrolytic tinplate, u/a 0.75 lb. coating, 107 lb. base wgt., 20" x 30" and 18¾" x 28", $9,000, IL No. 7545. P.A. No. 277-660-901-356-3226, limited worldwide (901), quotation deadline September 2. Toroslar Ticaret T.A.S., Doseme Mahallesi, Adana. Subject to GSA Defense Materials Services procedure. SBC-315.

■ **UNITED ARAB REPUBLIC**—Cold rolled steel sheets, thicknesses 0.8, 1.0, 1.25, 1.5, 2.0, 3.0, width 1000/2000, total $200,000. Loan No. 27. U.S. source. Quotations desired by September 6. Misr Foreign Trade Co., 1 Kasr El-Nil St., Cairo, U.A.R. SBC-322.

332 Iron, Steel Foundries

■ **ISRAEL**—Flanges, fittings, new material only, per spec. 293-G-1. Alloy piping material list can be obtained at a cost of $5.00 per set. Loan No. 28, U.S. source, bid deadline September 2. S/A No. 791/1/516. Delivery desired by November. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise own forms for submitting tender in duplicate to buyer. Tenders should refer to S/A No. and should be prepared on basis fas port of exit. Litwin International, Inc., 520 E. William St., Wichita, Kans., Attn: Mr. N. Schofer. SBC-318.

■ **PAKISTAN**—Snap flasks, aluminum or magnesium, 5° taper steel faced flanges, double v pin, 5" cope and drag, one each in sizes 12 x 15, 15 x 15, 12 x 18; cast iron jackets for same, 12. Control No. 710. Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Hose couplers and nipples, quick change type, ¼" hose coupler bodies with female pipe threads, ¼" nipples with male pipe threads, ⅜" hose coupler bodies with female pipe threads, ⅜" nipples with male pipe threads, ½" hose coupler bodies with female thread, ½" nipples with male pipe thread, 24 each.

Control No. 637, loan No. 170, U.S. source, bid deadline September 6. Chairman P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ **VIETNAM**—Fire hydrants, 300 Nos., hydrant extensions, 50, adjustable seat wrenches, 5; operating wrenches, 30 Nos. Invitation No. 0941-18073. Loan No. 62. Worldwide (899). Bid deadline September 18. Specifications may be obtained from the Commercial Attache, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. Attn: Mrs. Quang.★ SBC-322.

333 Primary Smelting, Refining of Nonferrous Metals

● **SUDAN**—Plain tubular lead sleeves 99.9% pure, a total of 1700 of 2 and 3 in. in dia. and 15, 24, and 30 in. long, thickness 0.125, 0.150, and 0.170 in. Contract No. 151, bid deadline Sept. 9. Controller, Stores and Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum S.★ (Telephone: WOrth 7-2692).

335 Rolling, Drawing, Extruding of Nonferrous Metals

■ **INDIA**—Copper pipes, $25,200, 3¼" od x 3" id x 18', 2¼" od x 2" id x 18', 1¾" od x 1½" id x 11', 4¼" od x 4" id x 18'. Loan No. DLF 157. U.S. source. IL No. 983396/DLF-157/61HQ.C.G.II. Bid deadline September 11. Maize Products, P.O. Kathwada-Maize Products, Ahmedabad 2. Cable, MAIZE AHMEDABAD. SBC-323.

■ **INDONESIA**—Tungsten coils 125/130V-15W, 4,500,000 bh, type O/RO/J, for filament for incandescent lamps, coil cut length 52 mm. for 60 mm. bulbs or A1903. Invitation No. 497-162 SM/T/AID/0720 PA No. 144. Loan No. 497-K-013. U.S. source. Bid deadline September 6. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. SBC-321.

342 Cutlery, Hand Tools, General Hardware

CANADA—Hardware suitable for pulp, paper industry; marine industry. E. B. Peerless, Ltd., (wholesaler), 5934 Fraser St., Vancouver 15, B.C. WTD 7/5/63.

CHILE—All types of hardware. Direct purchase and agency. Simon Zalaquett H., (importer), Bandera 235, Oficina 602, Casilla 9768, Santiago. WTD 7/25/63.

FRANCE—Small tools; ironmongery goods. Direct purchase and agency. R. Schloss, (manufacturer), 6 ave. d'Alsace-Lorraine, Antony (Seine). WTD 7/24/63.

Household hardware including metal accessories for furniture. Direct purchase and agency; requests replies in French. Lynx France, (manufacturer), 31 rue Boissiere, Paris 16e. WTD 8/25/62.

Small patented tools for special purposes; requests replies in French. Ets. Ch. Montbahut, (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 3/8/62.

● **IRAN**—Hand tools, 5,500 items, includes 2,000 pick axes, 3,000 shovels, 500 carbide lamps. Tender No. 42/163, bid deadline September 16. The Iranian State Railways Procurement Dept., Tehran.★ (Telephone: WOrth 7-5589).

343 Heating Apparatus, Plumbing Fixtures

■ **PAKISTAN**—Burners for Morgan tilting furnace, four, per drawing p.o.f./C40-S/42, including fuel burner, gas burner, combination burner, gas, oil. Control No. 711. Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Reverberatory oil fired smelting furnace for copper and brass, capacity 5000 lb., production rate 1000 lb./hr.; semi-continuous d.c. casting machine for 7", 8" and 9" dia. billets and rectangular slabs 2½" x 12" and 2½" x 16". Control No. 842.

■ Tilting induction furnace for brass, 4000 lb. capacity, to be used with Lobeck d.c. continuous casting machine, furnace to be complete with electric controls, equipment. Include holding furnace if necessary. Control No. 844.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

344 Fabricated Structural Metal Products

■ **INDIA**—Heat exchanger tubes, ¾" o.d., 737 Nos., ref. No. VMF-3226; 192" long, 551 Nos., 240" long, 1821, same of intermediate alloy steel, 693 Nos.; all 16 bwg, ¾" o.d., 14 bwg, 240" long, 351 Nos. Loan No. 217. U.S. source. Import license No. A. 686880/61. Ref. No. 65(315)/63-AID(1). Quotations desired by September 2. Caltex Oil Refining, (India), Ltd., P.B. No. 15, Visakhapatnam 1, Andhra Pradesh. Quotations should be sent to Purchasing Agent, California Texas Oil Co., Purchasing Dept., 380 Madison Ave., New York, N.Y. SBC-318.

349 Fabricated Metal Products

■ **INDIA**—Check valves, swing, bolted cap, complete, crane, U.S., cast iron body, bronze trim with solid bronze discs, aluminum bronze stems, size 4", 3 Nos., requisition No. VMF-3248; gate valves, complete, solid wedge, carbon steel body, 13% chrome steel trim, 28 Nos., various sizes; globe valves, size 2 and 8", 9 Nos. VMF-3248; gate valves, complete, ¾" size, 7 Nos., VMF-3372 and 3230; gate valves, ¾", 4 Nos., VMF-3267; plug valves, complete, 2", 6 Nos., VMF-3272; angle valves, complete, size ¼", 9 Nos., VMF-3212. Loan No. 217. U.S. source. Quotations desired by September 2. Caltex Oil Refining, (India), Ltd., P.B., No. 15, Visakhapatnam 1, Andhra Pradesh. Import license No. A.686872/61. Reference No. 65(317)/63-AID(1). All quotations should be sent to Purchasing Agent, California Texas Oil Co., Purchasing Dept., 380 Madison Ave., New York, N.Y. SBC-318.

■ Rolled steel pony wheel tires, 22.3/16" o/d. for tram cars, $24,121. Cif Calcutta basis. Loan No. 386-H-082. U.S. source. Quotations desired by September 2. Import license No. DL/82/1/02101/1. The Calcutta Tramways Co., Ltd., P4, Mission Row Ext., Calcutta 1. Copies of the drawing are available for review at the Office of Small Business, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C.★ SBC-322.

■ Instruments and valves for boiler, including steam flow indicator, recorder and integrator with accessories, water meters 80 mm., 3", safety valves for feed water, 2", 50 mm., boiler valves, various. Loan No. 217. U.S. source. Bid deadline September 10. IL No. 587959/61/AU/DW/CCI/HQ/RM. The K.C.P. Ltd., 38 Mount Rd., Madras 6. Cable, KECEPE, Madras.★ SBC-323.

■ **ISRAEL**—Valves, wedge gate, class 600, forged or cast carbon steel body, bolted bonnet, outside screw and yoke, stainless steel (13% chrome alloy) trims, ends screwed api thread female. Various sizes, numbers. Loan No. 28, U.S. source, bid deadline September 2. S/A No. UA-402-21-1-7. Delivery desired by November. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise own forms for submitting tender in duplicate to buyer. Tenders should refer to S/A No. and should be prepared on basis fas U.S. port of exit. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. N. Nisen.★ SBC-318.

■ **PAKISTAN**—Pressure control valves for reducing natural gas line pressures from 30 lb./sq. in. to 5 lb./sq. in. range, one each 2", 2½", and 3" dia. pipe size. Control No. 733.
■ Flowmeters, one each 3", 2½" and 2" pipe size, for use with natural gas, max. pressure 30 lb./sq. in. Control No. 734.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

351 Engines, Turbines

CHILE—Marine motors, complete line of equipment, accessories for commercial fishing vessels. Direct purchase and agency. Immar S.A.—Industrias Mecancia y Metalurgica Reunidas, (manufacturer), Independencia 1517, Casilla 3821, Santiago. WTD 7/22/63.

● **IRAQ**—Spare parts M-24 light tanks, Cadillac engine model 44T24. Firms invited to submit quotations. List of items available from Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. One copy spare parts list available for review only in Transportation Equipment Division, BDSA, Rm. 4314, Department of Commerce, Washington, D.C., 20230.

■ **VIETNAM**—Gasoline engines, 320 pcs., various hp. and rpm ratings. Limited worldwide (901). Bid deadline September 6. Vimeco, 62 Hong Bang, Cholon. C&f only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels.★ SBC-320.

353 Construction Machinery

FRANCE—Driving pinion, chains. Direct purchase and agency; requests replies in French. Manufacture Francaise d'Appareils Electromecaniques-M.F.R., (Manufacturer), 70 rue de Colombes, Courbevoie (Seine).

■ **GREECE**—Electric fork lift trucks, three. Lifting capacity 1000 kg. with weight center in 500 mm. min. from the front face of the fork, or 2000 lb. in 24". Lifting speed, empty 0.3 M/SLC min., loaded (1000 kg.) 0.25 M/SLC min. Driving speed, empty 15 km./h. min., loaded (1000 kg.) 8 km./h. min. Must have at least 2 speed scales frontward and 2 backward. PA No. 240-700-898-221-2202. Limited worldwide (898). Bid deadline September 10.

Ref. No. 327. Hellenic State Railways, Head Office, Purchasing and Stores Dept., 34 Themistocleous St., Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-315.

■ **INDIA**—Turnings Crusher, two complete with either standard square or round top feed hopper Falk flexible coupling 75 hp., 1000 rpm, t.e.f.c., normal torque, complete with spares. This project envisages the organized collection of steel and cast iron turnings and boring scraps and the conversion into compressed briquetts. Loan No. 194. Bid deadline September 9. Metal Processing Industries, Ltd., Oriental Bldg., McLeod Rd., Karachi 2. Cable: SCRAP. Additional information may be obtained from The Bank of America, 41 Broad St., New York, N.Y.★ SBC-322.

● **IVORY COAST**—Motor graders, tractors, dozers, trenching machines, power shovels, pnuematic tired compactors. Tender No. 22-27 TP/AOM, bid deadline November 4. Ministere des Travaux Publics, Direction Generale des Travaux Publics, Arrondissement D'Outillage Mecanique, Boite Postale 1375, Abidjan. Specifications in French available for review only in Rm. 4025, ACME Division, BDSA, Department of Commerce, Washington, D.C. 20230.

■ **PAKISTAN**—Vibrating screens, two, for screening sand on the top of the 40-ton sand hoppers per drawings POF/C-42-S/88 and POF/C-42-S/89 systems control Nos. 642 and 643. Control No. 645.

■ Prefabricated 40-ton sand hopper and supporting structure per drawing Nos. POF/C-42-S100 and POF/C-42-S/113; prefabricated 40-ton sand hopper and supporting structure per drawing Nos. POF/C-42-S/99 and POF/C-42-S/112. Max. dimension of 1'-7⅛" per drawing No. POF/C-42-S/109 must be taken into consideration. Control No. 646.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, POF Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

354 Metalworking Machinery

CEYLON—Machinery to manufacture expanded metal. St. Anthony's Hardware Store, Ltd., (importing distributor, manufacturer), P.O. box 951, Colombo. WTD 7/22/63.

● **INDIA**—Mobile gas pressure welding plant, complete with accessories and spare parts for welding rail joints. Tender No. G. P. 32 of 1963, bid deadline September 25. Global Procurement. Mr. B. R. Kinra, Director Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi.★ (Telephone: WO 7-5652).

■ Special polishing and buffing work holding machine arranged for ½ hp. motor, including special rocker arm type camming arrangement; adjustable floating head buffing lathe arranged for 7½ hp. motor; special heavy duty 6-pitch worm and worm gear head drive. Loan No. 217. U.S. source. Import license No. AU/GL/MTC/101/DLF-217/962. Bid deadline September 10. M/s. Ronuk Industries, Ltd., 11A Abdul Gaffar Khan Rd., (Worli Sea Face), Bombay 18.★ SBC-323.

■ Cylinder boring bars, five, various capacities and depths; reliners and grinders, three, deep throat, h.d. with motor suitable for 230/1/50 ac supply, complete with standard equipment; valve master refacers, two with motor suitable for 220/230 volts, ac dc, complete with standard equipment; shaft follower hook spares for use on crank shaft grinder, six; spares and accessories, various, for use on boring bars. Loan No. 217. U.S. source. IL No. EI/GL/MTC/306/DLF-217/363. Bid deadline September 9. M/s. Armstrong Smith, Ltd., Gresham Assurance House, Sir Phirozshah Mehta Rd., Fort Bombay 1.★ SBC-323.

■ ⅛" x 36" acetylene welding rods, 150 lb., welding electrodes, 990 lb., various descriptions. Loan No. 162. U.S. source. Bid deadline September 4. Tender No. S/146/AID. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., for the Fertilizer Corp. of India, Ltd., Trombay Div., Marvale, Chembur, Bombay 71. SBC-322.

355 Special Industry Machinery

CEYLON—Machinery used in manufacturing all types of fishing nets, twines, rope. Requests replies from manufacturers only. D.V. Martenstyn and Co., (importing distributor), P.O. box 916, Colombo. WTD 6/11/62.

CHILE—Equipment for bottling wines, all types of machinery, accessories connected with the wine industry. Direct purchase and agency; requests replies in Spanish. Mavinsa—Manufacturera y Proveedora Vitivinicola S.A., (importer), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

All types of machinery. Direct purchase and agency. Simon Zalaquett H., (importer), Bandera 236, Oficina 602, Casilla 9768, Santiago. WTD 7/25/63.

Machinery used to manufacture automotive heater hose, radiator hose. Cia. Tecnica Anwandter, Ltda., Tecna, (manufacturer, importer, distributor, wholesaler), Bilbao 2124, Casilla 1839, Santiago. WTD 4/22/63.

ECUADOR—Machinery, equipment to manufacture plastic wall, floor tiles in small laboratory-sized installation; requests replies in Spanish. Llantera Soria, (de Gerardo Soria Zurita), (importer, manufacturer), Calle Lorenzo de Garaicoa No. 503, P.O. box 1291, Guayaquil. WTD 5/23/63.

FRANCE—Vertical and horizontal stirrers for chemical products. Direct purchase and agency; requests replies in French. Manufacture Francaise D'Appareils Electromecaniques—M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

Pneumatic woodworking machines; requests replies in French. S.A. Tobilo, (importer, dealer), 87 rue Jeanne d'Arc, Marcq-en-Baroeul, (Nord).

■ **INDIA**—Injection moulding machine for thermoplastic material, injection capacity 100 cm., weight of injection charge 125 gm., transportation of thermoplastic material in machine by worm drive fitted with motor and starter with attachments, accessories, spares; small type injection moulding for horizontal and vertical operation, weight of injection charge 5 gm., fitted with motor and starter attachments, accessories and spares. Loan No. DLF 157. U.S. source. IL No. 990022/DLF-157/61/HQ/CG-IL. Bid deadline September 10. J.M.A. Industries, Ltd., Kashmere Gate, New Delhi 6. Cable, JULMOAGE, New Delhi. SBC-323.

■ Heavy vertical enamel machine, 8-23 awg wire size range, complete with 90 kw. electric oven preannealer; medium vertical enamel machine complete for wire sizes 24-30 awg, with 60 kw electric oven, 18 kw electric preannealer; fine wire horizontal enamel machines, three, wire size range 31-44 awg; atmospheric gas converter for preannealers; carbon brazers, two, supply of sizing dies, metric calibration. Loan No. 217, U.S. source, quotation deadline September 9. Asian Cables Corp., Ltd., 240 Dr. D. Naoroji Rd., Navasari Bldg., Bombay 1.★ SBC-318.

■ Machinery, equipment for the manufacture of malleable iron pipe fittings. For laboratory, yard, melting, sand handling, molding, pouring, core room, clean, sort and inspecting, annealing departments; 1227 patterns together with related driers and core boxes. $392,490. Loan No. 36. U.S. source. Quotations desired by September 15. Industrial Finance Corp. of India, Reserve Bank Bldg., Parliament St., New Delhi, for United Malleable Co., Ltd., Bombay.★ SBC-314.

■ **ISRAEL**—Heavy duty instruments for petroleum refinery service per 293-M-3, 294-M-1, and 298-M-1. Specifications can be obtained at a cost of $7.50 per set. Loan No. 28, U.S. source, bid deadline September 2. S/A No. 791/1/516. Delivery desired by November. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise own forms for submitting tender in duplicate to buyer. Tenders should refer to S/A No. and should be prepared on basis fas port of exit. Litwin International, Inc., 520 E. William St., Wichita, Kans., Attn: Mr. N. Schofer. SBC-318.

■ Bottle-washing machine, 12 bottles wide with fully automatic magazine feed and discharge. Bottle holders 4" centers, including label disposal, capacity up to 600 dozen bottles per hr., suitable for handling range of bottles up to 750 cc. in capacity, fitted with 2:1 variable speed geared for such capacity, arranged for steam heating throughout. S/A No. 183/164.

■ Labelling machine, to apply body labels with capacity of 6,000 bottles per hr., to apply single body label to one size round bottle. S/A No. 183/144.

■ 30 head, fully-automatic, rotary-type, vacuum-operated filling machine for use with fruit squashes, syrups, into 250 cc. bottles at speeds ranging between 6,000 and 7,000 per hr. S/A No. 183/143.

All the above are for loan No. 183. U.S. source. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Attn: Mr. N. Nisen. Bid deadlines September 6. Tenders should refer to S/A Nos. and be prepared on basis of fas or fob European port. Delivery desired by November. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer. SBC-321.

■ **LEBANON**—Dairy machinery, equipment, including can washer, receiving vat, centrifugal pump for milk, flow diversion equipment, compressors, filter, separator, long list. Loan No. 99. Worldwide (899). No bid deadline stated. Lebanese Danish Dairy Corp., P.O. box 4887, Beirut, where interested suppliers should apply for further information. Buyer is negotiating a proposed sub-loan, in anticipation of financing this equipment. SBC-322.

■ **PAKISTAN**—Semi-continuous d.c. casting machine for brass and copper to produce 7", 8" and 9" dia. billets. Control No. 843. Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Shell mold machine, single pattern operation, frame size 24" x 30", electrical control panel, pattern heating frame with carrier arms, automatic sandbox, rollover mechanism, gas fired curing furnace, stripper unit, heavy-duty index unit. Control No. 636. Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ **TUNISIA**—Printing machine with accessories. Imprimerie Ahmed Moussa, Ave. Mohamed V., Sousse, negotiating for a sub-loan to make purchase.

■ Rubber vulcanizing machines, two; rubber cutting machine to slice off vulcanized shoes; steam boiler; rough rubber mixing machines. Societe Tunisienne de Production Industrielle, Route de Gabes, Km I, SFAX.

■ Sandstone machines, atomic press. $52,812. Societe Nouvelle des Enterprises Jelloul et Ali M'Henri, "J.A.M.," Route de Kalaa-Srira.

All the above are for loan No. 196. Worldwide (899). Interested suppliers should contact the buyers for further information. SBC-322.

● **VIETNAM**—Cement gun, one, with portable air compressor and limnometers, six, float-type with clock work movement for eight days plus accessories; tender No. 0943-23073, bid deadline September 11. Central Purchasing Authority, P.O. box H-5, Saigon. Tender in French.★ (Telephone: WO 7-5589).

356 General Industrial Machinery

CHILE—Liquid filters; measuring elements similar to ones used in gasoline dispensing machine for use in wine industry. Direct purchase and agency; requests replies in Spanish. Mavinsa-Manufacturera y Proveedora Vitivinicola S.A., (importer), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

FRANCE—Electromagnetic clutches, brakes. Direct purchase and agency; requests replies in French. Manufacture Francaise D'Appareils Electromecaniques—M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

Hydraulic couplings: twin-disc type; from 0.5 to 100 hp. Direct purchase and agency; requests replies in French. Manufacture Francaise D'Appareils Electromecaniques—M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

● **INDIA**—Acetylene plant, one, complete with automatic feeding devices, valves, safety devices, tender No. HPBP/T/S/33, bid deadline September 6. The Deputy Controller of Stores, Heavy Electricals, (India), Ltd., High Pressure Boilers, Tiruverambur Unit, Tiruchirapalli. Tender forms available free from the Deputy Controller of Stores.★ (Telephone: WO 7-5589).

■ **PAKISTAN**—Compressors, rotary two-stage with intercooler and required valves, two, aftercooler with separator, pressure at discharge 100 psi, actual free air delivery 800 cfm, air receiver size 150-200 cu. ft. Control No. 730.

■ Compressors, stationary, two stage Y type with required valves and intercooler, two, aftercooler with separator air receiver, pressure at discharge 100 psi, actual free air delivery 800 cfm. Control No. 731.

Both the above for Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Taper side trolley ladles, two, industrial type 10-rcl or equal, universal sq. bail to be hung on a distributor, taper side welded bowl, lever operated shank, safety catch attached to bail, shank equipped with cover attachment, anti-friction trunnion bearings, four-point bowl suspension, cover six-bearing three-lever sliding type hinged to shank, capacity 300 lb. iron. Control No. 633.

■ Distributors, two, industrial type D-10 or equal. Rigid hoist type, hand wheel operated ratchet lift ladle carrier, height top of conveyor to monorail 8'-9', molten metal capacity of ladle 300 lb. 24" lift. Control No. 635.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Spray gun units, two, for painting foundry molds (ceramic material), air supply, 100 psi, including spray guns, two, galvanized pressure fluid tank with pressure controls and agitator with air motor drive, hose connections, additional nozzles, four. Control No. 631.

■ Core blower, blown sand capacity 4½ lb. per blow cycle, sand magazine capacity 7 lb., draw 2 in., adjustable distance table to blow plate 0"-9⅜", table size 8" x 14", capable of blowing wood and metal coreboxes, Beardsley Piper CB-5 or equal. Control No. 632.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

357 Office, Computing, Accounting Machines

AUSTRALIA—Manual, electric typewriters; requests quotations, including insurance on ship U.S. port; replies from manufacturers only. D.P. Coleman and R.A. Carter, (retailer), 33 Stanley St., North Adelaide. WTD 7/30/63.

358 Service Industry Machines

GERMANY—Air conditioning equipment for commercial and industrial use. Schwank Gasgeraete GmbH., (manufacturer), 43 Bremerhaverstrasse, 5 Koeln-Niehl. WTD 7/22/63.

■ **GREECE**—Design, construction of refrigeration plant assemblies for the construction of the cold storage of the O.L.P. PA No. 240-700-898-221-2202. Limited worldwide (898). Bid deadline September 26. Ref. No. 328. Kingdom of Greece, Port of Piraeus Authority (OLP), Works Studies & Construction Direction, Equipment Management, Piraeus. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave. NW., Washington, D.C. SBC-315.

■ **INDIA**—Vertical double cylinder slow speed ammonia, refrigeration compressors, V-belt driven with standard equipment, in various sizes and quantities; Freon-12 reciprocating type compressors, having bore x stroke 4⅜ x 4½", various sizes and quantities; Freon-12 reciprocating compressors, open type, V-belt driven, sizes 1½ to 3 hp., 100 Nos; 15/20 hp., 20 Nos. Import license No. A-587256/61/AU-DW/CCI/HO/RM/Air-Cond. Reference No. 65(281)/63-AID(1). Loan No. 217. U.S. source. Quotations desired by August 31. Indian Refrigeration Industries, 7/15 Kirti Nagar, New Delhi 15. Cable: ECLIPSE, New Delhi.★ SBC-314.

■ Refrigeration compressors, eight, hp. 5, 3, 1, ¼, spares for same, including mechanical seals and valve plates; refrigeration control, suitable for Freon 12 gas, 220 volts/50 cy/a.c. supply; vacuum receivers, two, 50 gal., acid and alkali proof and heat resisting glassed steel, flush valves, three, for same; high vacuum pumps, four, mechanical, including recommended spares; stainless steel centrifugal pumps, five; stainless steel pipes, type 316, annealed and pickled, random lengths not less than 12 ft., plain ends, 500' x 1" od x 16 bwg, 500' x 1¼" od x 14 bwg; lubricated plug valves, stainless steel type 316, 30, ¾", 1" and 1¼", pressure 150 psig, screwed ends. Loan No. DLF 157. U.S. source. Bid deadline September 11. IL No. 990033/DLF.157/61/HQ/CG.III. The Calcutta Chemical Co., Ltd., 35 Panditia Rd., Calcutta 29. Cable, CALCHEMICO, Calcutta.★ SBC-323.

■ **PAKISTAN**—100 tons capacity absorption type air conditioning equipment, two units; 25 tons capacity absorption type air conditioning equipment, one plant. Purchase orders No. 23-9/63/482 and 481. Loan No. 53. U.S. source. Bid deadline September 9. Pakistan Telegraph & Telephone Dept., Office of the Director General Telegraph & Telephone, Karachi. Specifications may be obtained from the Consulate General of Pakistan, Miss Arveda Stetanias, 12 E. 65th St., New York, N.Y.★ SBC-322.

■ **VIETNAM**—Air conditioning system, consisting of two independent units working together for a safety purpose and "sprayed cooling coil" type for full humidity control. Limited worldwide (901). Quotation deadline September 6. Vietnam Synthetic Fabrics S.A., 24 rue Nguygen Cong Tru Saigon, Vietnam. Cable, VISYNFAB, Saigon. Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-320.

361 Electric Transmission, Distribution Equipment

FRANCE—Special steel wall cases for electrical boards (distribution and switch boards). Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

Transformers; circuit breakers: quicklag type; small-sized. Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

■ **INDIA**—Power line carrier equipment for communication and transmission of 220 kv. lines. Loan No. 197. U.S. source. Tender No. S/140/AID. Bid deadline September 9. India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C., where tender specifications of requirements may be obtained at $2.50 per copy. SBC-322.

■ **ISRAEL**—Material and fabrication for unifying reactor product separator drum and platforming reactor product separator drum, terms to be asme code vessels per spec. 293-F-3. Drawings can be obtained at cost of $5.00 per set. Loan No. 28, U.S. source, bid deadline September 2. S/A No. 791/1/516. Delivery desired by November. Prices should be itemized and both trade and cash discounts

shown. Suppliers may devise their own forms for submitting tender in duplicate to buyer. Tenders should refer to S/A No. and should be prepared on basis fas port of exit. Litwin International, Inc., 520 E. William St., Wichita, Kans., Attn: Mr. N. Schofer. SBC-318.

362 Electrical Industrial Apparatus

FRANCE—Photo-electronic driven systems for lighting or industrial purposes. Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

Electric motors: normal or triphased current, with variable speed. Direct purchase and agency; requests replies in French. Manufacture Francaise D'Appareils Electromecaniques—M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

Welding equipment; electrodes. Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

GERMANY—Automatic control thermistors—R types; silistors (silicon resistors); silicon controlled rectifiers. Schwank Gasgeraete GmbH., (manufacturer), 43 Bremerhaverstrasse, 5 Koeln-Niehl. WTD 7/22/63.

■ **PAKISTAN**—Modernization and balancing of an existing plant with a view to lowering costs and improving quality of production, including following equipment: Mill drive electric 400 hp., 982 rpm, 400/440 volts, 3-phase, 50 cycles, a.c. slipspring motor, provided with class "B" steel works insulation, frame size torque, for 15 secs., 25% full load torque for 2 hr. Loan No. 194. Worldwide (899). Quotations desired by September 3. General Iron & Steel Works, Ltd., D/22, S.I.T.E., Manghopir Rd., Karachi 16. Cable: BALEHOOPS, Karachi.

■ Dust collectors and blowers including electrical components for dust collecting systems per drawing No. P.O.F./C-40-S/36. Quotations to cover system 1, blower and collector; system 2, blower and collector; systems 1 and 2 operating off the same blower and collector. Ducting booths to be supplied by purchaser. Material to be collected aluminum, brass, bronze grindings. Control No. 712. Loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Distributors, two, industrial type D-10 or equivalent, rigid mast hoist type, hand wheel operated ratchet lift ladle carriers, height top of conveyor to monorail 10 ft., molten metal capacity of laddle 500 lb., 36 in. lift. Control No. 708.

■ Taper side trolley ladle, industrial type 10-rcl or equivalent, two, universal sq. bails to be hung on distributor taper side welded bowl, lever-operated shank, safety catch attached to bail, shank equipped with cover attachment, antifriction trunnion bearings, four-point bowl suspension. Cover, six-bearing, three-lever sliding type hinged to shank. Capacity 500 lb. brass. Control No. 709.

Both above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Compressed air carbon arc process torches for cast iron and steel foundry operation, two, to handle up to ⅝" carbon graphite electrodes; electric welder capable of handling a ⅝" carbon graphite electrode; ⅜" and ⅝" carbon graphite rod and cast iron and steel application, 3000 each. Control No. 644, Loan No. 170, U.S. source, bid deadline September 6. Chairman P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y. Attn: J.D. Cassidy. SBC-313.

■ Shakeouts, two, simplicity model b or equal, gyrating, size 5' x 6', load guarantee 5000 lb., 7½ hp. motor, degree of setting 0°. Control No. 639.

■ Shakeout machinery, gyrating, size 3' x 6', simplicity model ss or equal, load guarantee 1000 lb., 5 hp. motor, degree of setting 3°. Control No. 640.

Both the above for loan No. 170, U.S. source, bid deadline September 6. Chairman P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

■ Air circuit brakers, 6000, 800 and 1000 amps., low tension; air compressors with tanks, ¼, ½ and ¾ hp., single phase, 220 v., 50 cycles; piston pumps, heavy duty; electric motors, single and 3-phase, ¼ to 0.95 hp.; air conditioners, 5-10 hp.; 19 items. Various descriptions and quantities. Loan No. 391-H-056. U.S. source. SA No. 334808. M/s. Amir & Co., 32 Embankment Rd., Karachi 2. Cable: WOODENCORK.★ SBC-319.

363 Household Appliances

CHILE—Electrical appliances. Direct purchase and agency. Simon Zalaquett H., (importer), Bandera 236, Oficina 602, Casilla 9768, Santiago. WTD 7/25/63.

GERMANY—Non-electrical household, kitchen articles, particularly scales, sieves, trays, bread boxes, butter churns, cleaning brushes. Erwin Koester, (wholesaler, importing, distributor), 3 Enneststrasse, 5283 Bergneustadt. WTD 7/31/63.

Electrical household machines, appliances of all kind. F. Lichtenfels K.G., (wholesaler), 11 Jahnstrasse, 4 Duesseldorf. WTD 8/1/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Electric switches: ordinary, very small, waterproof. Direct purchase and agency. Apacel, (importer, dealer), 90 ave. des Ternes, Paris 17e.

■ **GREECE**—Fluorescent lamps, watts, 8, 14, 15, 20, 25, 30 and 40, 22, 32, 40 circline, sizes 0.37, 0.45, 0.60 7 1.20 mm., wgt., 18.2 lb. gross, each carton containing 40 watt lamps, 3,000 pcs. Quotation date August 31. Hellenic Electrotechnical, M. C. Veremis, 38 Bouboulinas St., P.S. 147, Athens. Cable: LECTRICAL, Athens. Loan No. 240-H-028. U.S. source. SBC-314.

365 Radio, Television Receiving Sets

GERMANY—Radio, television sets in the middle-price range. F. Lichtenfels K.G., (wholesaler), 11 Jahnstrasse, 4 Duesseldorf. WTD 8/1/63.

366 Communication Equipment

● **GREECE**—Supply of 5,500 crossarms, 50,000 cable suspenders, 10,000 stays, other types of hardware for use on telephone poles. Tender No. 6230, bid deadline September 20. Supply Committee of the Greek Telecommunications Organization, 20 Patission St., Athens.★ (Telephone: WO 7-4823).

● Supply of bar and resin core solders, insulating and vulcanized rubber tapes, other materials. Estimated cost $48,000. Tender No. 6231, bid deadline September 19. Supply Committee of the Greek Telecommunications Organization, 20 Patission St., Athens.★ (Telephone: WO 7-4823).

● **IRAQ**—Supply of 30 central battery/automatic telephone switchboards, associated equipment. Tender No. 29/63, bid deadline September 29. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WO 7-4823).

● **SUDAN**—Supply of transistorized terminal and line carrier equipment with an ultimate capacity of 120-telephone channels. Tender No. 152, bid deadline September 30. Controller, Stores and Workshops, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum S.★ (Telephone: WO 7-4823).

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Parts, accessories. Direct purchase and agency. Simon Zalaquett H., (importer), Bandera 236, Oficina 602, Casilla 9768, Santiago. WTD 7/25/63.

Parts, accessories. Direct purchase and agency. Agencias del Pacifico S.C., Ltda., (importer, wholesaler, retailer), Alameda B. O'Higgins 2496, Casilla 9155, Santiago. WTD 7/24/63.

● Bus-chassis (no coachwork), 70 units; bid deadline September 26. Empresa de Transportes del Estado, Catedral 1445, 2 piso, Santiago. Specifications in Spanish.★ (Telephone: WOrth 7-3294).

371 Motor Vehicles, Motor Vehicle Equipment

● **IVORY COAST**—Truck tractors, one 170-180 hp, and one 230-250 hp. Tender No. 22-24 TP/AOM, bid deadline, November 16. Director Generale des Travaux Publics de la Cote d'Ivoire, Borte Postale 1375, Abidjan. Specifications in French.★ (Telephone: WOrth 7-3294.)

372 Aircraft, Parts

■ **LEBANON**—Quick engine change units for DC-7, 8 Nos. Loan No. 99. Worldwide (899). Lebanese International Airways, rue Justunien Beirut, negotiating a proposed sub-loan in anticipation of early action on the application for quotations of equipment. No bid deadline given. Interested suppliers should contact the buyer for further information. SBC-322.

■ **PAKISTAN**—Airline filter lubricator, 24. Fully automatic, lubricates only when equipment operates visible oil supply. ½" pipe size. Control No. 638, Loan No. 170, U.S. source, bid deadline September 6. Chairman P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W. Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

373 Ship Building, Repairing

● **CEYLON**—Suction dredger. Bid deadline October 8. Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. box 500, Colombo.★ (Telephone: WO 7-3791).

375 Motorcycles, Bicycles, Parts

GERMANY—All kinds of bicycles, accessories. F. Lichtenfels K.G., (wholesaler), 11 Jahnstrasse, 4 Duesseldorf. WTD 8/1/63.

381 Engineering, Laboratory, Scientific, Research Instruments

CHILE—All types of scientific apparatus, medical, laboratory, industrial, educational. Direct purchase and agency. Forestier, Weinreich y Cia. Ltda., (importer), Esmeralda 1069, Casilla 191-V, Valparaiso. WTD 7/8/63.

■ **INDIA**—Single point temperature recorder, calibrated 0-1200 C. CA model 800; model CA/4 duplex pattern thermocouple, overall length 36″ with outer inconel sheath 1″ o.d., complete with range XO; 100 ft. lengths of compensating cable; model D.10 conductor to be operated by instrument and to control motors with linkage for controlling lever operated burner. Complete in all respects. To be delivered at Indore. Loan No. 144. Worldwide (899). Reference No. NSIC/HP/2B-921/60. Quotations desired by August 30. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1. SBC-322.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Safety equipment, instruments for detection against atomic radiation, fire, theft; requests replies in French. Arnold Decerf, (importer, dealer), 121, rue des Grandspres, Chenee-Liege. WTD 7/26/63.

CHILE—Alcohol meters, thermometers, for use in laboratories. Direct purchase and agency; requests replies in Spanish. Mavinsa-Manufacturera y Proveedora Vitivinicola S.A., (importer), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

384 Surgical, Medical, Dental Instruments

● **IRAQ**—Autoclaves, 10. Tender No. 26/63, bid deadline October 6. Forms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad against payment of one Iraq Dollar ($2.80) per copy, plus $0.70 airmailing charge. Copy available for review only in Scientific, Photographic & Business Equipment Division, Rm. 4110, BDSA, Department of Commerce, Washington D.C., 20230.

385 Ophthalmic Goods

ETHIOPIA—Frames for eyeglasses. Ato Tadesse Wolde Giorgis, (commission agent), P.O. box 2232, Addis Ababa. WTD 7/24/63.

394 Toys, Amusement, Sporting Goods

ETHIOPIA—All types of sporting goods, equipment. Ato Tadesse Wolde Giorgis, (commission agent), P.O. box 2232, Addis Ababa. WTD 7/24/63.

GERMANY—All types of children's vehicles, accessories. F. Lichtenfels K.G., (wholesaler), 11 Jahnstrasse, 4 Duesseldorf. WTD 8/1/63.

Table tennis balls, nets, bows, arrows, rifles. F. Lichtenfels K.G., (wholesaler), 11 Jahnstrasse, 4 Duesseldorf. WTD 8/1/63.

395 Pens, Pencils, Office, Artists' Materials

ECUADOR—General line of office, printing supplies. Imprenta Chonillo, (importer), P.O. box 1107, Guayaquil. WTD 7/26/63.

■ **PAKISTAN**—Pencil sharpeners for drafting room use, to expose unpointed lead only, 12; lead carriers, draftsman type, and supply of 2h and 3h leads, 50; lead pointers and supply of emery cylinders, 50. Control No. 951.

■ Plastic dieset templates to cover the full range of standard dieset sizes, five sets. Control No. 952.

■ Rapid design templates, various quantities. Control No. 954.

■ Drafting machines, 80, for horizontal boards up to 36″ x 60″ approx., complete with mounting facilities; one 18″ and one 12″ scale per machine graduated full scale in the English and metric systems. Control No. 953.

■ Storage cabinets, 40, metal, for engineering drawings, approx. five drawers per unit, drawer size approx. 2″ x 42″ x 30″, units suitable for stacking. Specify selection of standard colors and whether shipped assembled or knocked down. Control No. 955.

All the above for loan No. 170, U.S. source, bid deadline September 6. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-313.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

BELGIUM—Buttons, zippers for men's clothing. Noel Dessart-Leghien, (wholesaler), 20, rue de Robiano, Binche. WTD 7/15/63.

399 Manufacturing Industries

FRANCE—Floor stand-type ash trays. Direct purchase and agency; requests replies in French. Ets. Chaumette, (importer, dealer), 8 rue de Paradis, Paris 10e.

Gas-fueled cigarette lighters. Direct purchase and agency. I. Goldschind, (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

GERMANY—Gift ware all kinds of plastic, wood, metal; smoking and desk accessories, letter openers, paper weights. Erwin Koester, (wholesaler, importing distributor), 3 Ennestrassee, 5283 Bergneustadt. WTD 7/31/63.

■ **NIGERIA**—Complete steel work: industrial machinery, equipment, accessories, parts; electric apparatus, parts; agricultural equipment, parts; motor vehicle engines, parts; scientific and professional instruments. PIO/C No. 620-A-11-AA-9-20246. Ref. No. various 3715. Limited worldwide (901). Quotation deadline September 10. Firms wishing to bid are instructed to send their offers, including cost of delivery c&f Apapa, to: Mr. D. Simpson (Various 3715), The Crown Agents, 4 Millbank, London SW.1, England.★ SBC-320.

■ **THAILAND**—Soil sampling spade; Hamilton vertical file complete with rack; generator, gasoline driven, ¾ hp.; air conditioner, min. capacity 27,500 btu, 230 v., 50-cycle only; jeep station wagon, four-wheel drive; tractor with bulldozer, 78″ gauge; edging machine; mixing bowl, stainless steel; truck, pick-up, six-cylinder, one ton, four-wheel drive; Kodak camera; 97 items. PIO/C No. 493-A-12-AH-9-30159. Invitation No. AGR-DTEC-610. Bid deadline September 3.

■ Safe, outside overall 26″ high; steel cupboard, approximately 72″ high; steel filing cabinet, 4-drawer; calculating machine, hand operated; motor vehicles, right-hand drive; scooters, min. 145 cc., 2-cycle, one cylinder; 16 mm. sound projectors complete with projector stand; portable amplifiers, 35 watt, and microphone; 12 items. PIO/C No. 493-A-14-AG-9-30231. Invitation No. AGR & ND-DTEC 611. Bid deadline September 4.

Both the above limited worldwide (901). Procurement and Supply Division, Department of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Single copies of the complete invitation to bid available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. 20008. SBC-315.

505 Farm Products, Raw Materials

GERMANY—Raw hides, skins (calf, cow, steer, bull) all weight classes and special assortments; dry skins (rabbit, deer, goat); requests replies in German. Johann Bonnenberg, (importer, exporter, wholesaler), Postfach 1, 5 Koeln-Schlachthof. WTD 7/24/63.

509 Wholesalers

FRANCE—Army surplus clothing: factory coats, working clothes of army ticking cloth, pants and coats; all in good re-use condition. Dechets Textiles Sanguin, S.A., (importer, exporter, wholesaler), 23 rue Jacquard, Rouen, Seine-Maritime. WTD 8/1/63.

Mobile X-ray units wanted in Iraq

The Government of the Republic of Iraq has issued a tender to bid on six mobile X-ray units.

Each unit consists of a special purpose motor vehicle to contain photo-fluorographic X-ray unit and allied equipment; X-ray apparatus; 70 mm. photo-fluorographic camera and stand; automatic exposure timer; X-ray accessories; film processing equipment; suitable motor vehicle for conveyance of electric generating set; and electric generating plant.

The deadline for bid No. 25/3 is September 20. Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of $5.60 (two Iraq dollars) per copy, plus 80 cents airmailing charge.

A review copy is available in the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230.

Pumping station equipment sought by Colombian firm

Bids are invited by Planta Colombiana de Soda, a Government of Colombia entity, for the supply of complete equipment for a salt water pumping station.

The plant will include pumps with capacity of 1,000 cu. m. per hr. (4400 gpm), mechanical filter grates, suction and impulsion pipe, measuring apparatus, accessories. Operating head and estimated cost not indicated.

Bids should reach Planta Colombiana de Soda, Edificio Banco de la Republica, Piso 12, Bogota, before 4:00 p.m. September 16. Specifications may be obtained from that office on payment of 250 pesos per set (about $25.00).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

BELGIUM—All kinds of foodstuff, canned goods; requests replies in French. S.C. Stival, (importer), 36, ave. Jean Dubrucq, Brussels 2. WTD 7/29/63.

221 Broad Woven Fabric Mills, Cotton

GERMANY—Cotton muslin: 600 cm. wide, wgt. per sq. m. 160-190 gr., flame-resistant; requests replies from manufacturers only. Rudolf Schneider, (manufacturers' agent), 1 Im Gartenhof, 5 Koeln-Poll. WTD 8/2/63.

224 Narrow Fabrics, Smallwares Mills: Cotton, Wool, Silk, Man-Made Fiber

CHILE—Woolen clothes, cotton, woolen textiles. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

225 Knitting Mills, Products

DENMARK—Knitted outerwear for children, teen-age girls, ladies (sweaters, cordigans), Rubi Cardel A/S, (commission merchant, manufacturers' agent), 8 Vangedevej, Copenhagen, Gentofte. WTD 7/30/63.

229 Textile Goods

FRANCE—All kinds of household linen; requests replies in French. Germa-Textiles Buttenwieser, (wholesaler), 24 rue Saint-Martin, Paris 4e.

233 Women's, Misses', Juniors' Outerwear

DENMARK—Women's, misses' blouses; women's, misses', juniors' dresses. Rubi Cardel A/S, (commission merchant, manufacturers' agent (exclusive)), 8 Vangedevej, Copenhagen, Gentofte. WTD 7/30/63.

236 Girls', Children's, Infants' Outerwear

DENMARK—Children's, teen-age girls' blouses; children's, girls' dresses. Rubi Cardel A/S, (commission merchant, manufacturers' agent), 8 Vangedevej, Copenhagen, Gentofte. WTD 7/30/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

ENGLAND—Softwoods, hardwoods, plywood. Alfred Dobell & Co., Ltd., (sales agent), Castle Chambers, 43 Castle St., Liverpool 2. WTD 8/1/63.

252 Office Furniture

ECUADOR—All types of wood-steel furniture for banks: tables, desks, chairs, for public use and bank office; requests catalogs or other illustrated literature. Antonio Granda Centeno, (importer), P.O. box 2237, Quito. WTD 2/20/63.

273 Books

CHILE—Technical books at university level. Libreria Cientifica Minerva-Severin von Belina P., (importer, wholesaler), Salvador Donoso 1399, Casilla 1053, Valparaiso. WTD 7/24/63.

281 Industrial Chemicals

BELGIUM—All types of chemicals. Comptoir Chimique et Industriel Vervietois S.A., (importer, agent, exporter), 2-4, rue de la Cite, Verviers.

CHILE—All types of chemical products. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

282 Synthetic Materials

BELGIUM—Plastic materials, wastes. Comptoir Chimique et Industriel Vervietois S.A., (importer, agent, exporter), 2-4, rue de la Cite, Verviers.

283 Drugs

DENMARK—Inorganic, organic medicinals in bulk. Eyvind Gunst, (importer, wholesaler, exporter, agent), 42-B Frederiksberg Alle, Copenhagen V. WTD 7/9/63.

GERMANY—Pharmaceutical preparations; requests replies in German. Dipl.-Chem. Else Koeddermann, (manufacturers' agent), 16 Heldmannstrasse, 493 Detmold. WTD 7/31/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

GERMANY—All types of cosmetics; requests replies in German. Dipl.-Chem. Else Koeddermann, (manufacturers' agent), 16 Heldmannstrasse, 493 Detmold. WTD 7/31/63.

All types of antiseptic solution, toothpaste, powders used in dental care, mouth hygiene. Anton Gerl, (wholesaler), 31 Neumarkt, 5 Koeln. WTD 7/24/63.

All kinds of cosmetics; requests replies from manufacturers. Anton Gerl, (wholesaler), 31 Neumarkt, 5 Koeln. WTD 7/24/63.

306 Fabricated Rubber Products

FRANCE—Rubber hose for garden and technical uses; requests replies in French. Ets. Briet, (importer, dealer), 4 rue du Grand Prieure, Paris 11e.

GERMANY—Hose for dispensing gasoline with boss couplings; requests replies in German. Schieffer & Co., K.G., (wholesaler), Postfach 445, 4780 Lippstadt/Westf. WTD 9/19/62.

307 Plastics Products

CHILE—Household plastic products. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

FRANCE—Plastic hose for garden and technical uses; requests replies in French. Ets. Briet, (importer, dealer), 4 rue du Grand Prieure, Paris 11e.

Plastic-coated materials, plastic sheets for manufacturing hand-bags, portfolios; requests replies in French. Fidema, (wholesaler), 24 rue Beaurepaire, Paris 10e.

331 Steel Mill Products

PAKISTAN—Pig iron; m.s. billets; m.s. blooms; m.s. sheets; m.s. plates; galvanized plain sheets; galvanized corrugated sheets; electric sheets; galvanized iron wire and mild steel wire; tin plate; list giving general specifications is available on a loan basis from the Trade Opportunities Section, BDSA-111-Rm. 4317, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). O. K. National Agencies, (Pakistan), Ltd., (importing distributor), 81/5 The Mall, Lahore. WTD 7/12/63.

High tensile steel wire: 0.2-0.276; 400/440 volts, 3 phase, 50 cycle a.c. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

332 Iron, Steel Foundries

PAKISTAN—Cast iron pipes: 3" up to 12" dia. in standard lengths. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

336 Nonferrous Foundries

PAKISTAN—Gun metal ingot 85/5/5/5 bss 1400 lg 2; zinc ingots (electrolytic) 99.99 or 99.95%; copper ingots (electrolytic) 99.99%; aluminum ingots 99.90%; tin ingots 100% purity; white metal ingots, tin 90%, antimony 60%, copper 4%; bronze ingots, zinc 9%, tin 3%, nickel max. 1%, total impurities not more than 0.50%, the rest copper. O.K. National Agencies, (Pakistan), Ltd., (importing distributor), 81/5 The Mall, Lahore. WTD 7/12/63.

343 Heating Apparatus, Plumbing Fixtures

BELGIUM—Sanitary equipment; stainless steel or plastic sinks; plastic sinks; plastic sprayers; enameled steel, iron bath tubs. Joseph Loos, (agent), 32, ave. Brugmann, Brussels. WTD 7/29/63.

349 Fabricated Metal Products

BELGIUM—Valves. Joseph Loos, (agent), 32, ave. Brugmann, Brussels. WTD 7/29/63.

351 Engines, Turbines

CHILE—Spare parts, accessories for diesel motors. Florencio Varela F., (distributor, motor repair shop), O'Higgins 928, Casilla, 465, Punta Arenas. WTD 7/5/63.

353 Construction Machinery

GERMANY—All types of elevators. Mr. Romen, J.S. Fries Sohn, (manufacturer), Friesstrasse 5-13, 6 Frankfurt am Main-No. 14.

354 Metalworking Machinery

GERMANY—Machine tools for metal cutting and shaping (planing, slotting, and broaching machines); accessories, tools for the machines; requests replies from manufacturers only. Ernst Goebel, Werksvertretungen, (importer, manufacturers' agent), 354 Luxemburgerstrasse, Koeln-Klettenberg. WTD 8/5/63.

PAKISTAN—Heavy duty, light duty lathes; precision, capstan lathe, drilling machines (pillar type), universal milling machine; port-

able electric drills, high speed drills, hacksaw blades, taps and dies, files. O.K. National Agencies, (Pakistan), Ltd., (importing distributor), 81/5 The Mall, Lahore. WTD 7/12/63.

355 Special Industry Machinery

CHILE—All types of machinery. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

GERMANY—Wood grain reproducing machines; consisting of machinery for the pretreatment of surfaces of plywood, hard boards; machinery for printing of such boards by means of rubber printing rolls; requests replies from manufacturers. BBH-Betriebsberatung Holz, Dpil. Ing. Hans J. Irschick, (consulting engineer, manufacturers' agent), 5 Eschenweg, 49 Herford, Westfalen. WTD 7/30/63.

Precision machine parts for machine tools, textile machines, wood-working machines, conveying equipment, bakery machines, household appliances, agricultural machines, office machines, machines for the graphic and paper industry. Maschinenlager GmbH., (wholesaler), 83 Hildenerstrasse, 4 Duesseldorf-Benrath. WTD 8/1/63.

356 General Industrial Machinery

CHILE—Shaft-driven deep well pumps. Cia. Tecnica Anwandter, Ltda., (importer, wholesaler), Tecna, Bilbao 2124, Casilla 1839, Santiago. WTD 4/22/63.

358 Service Industry Machines

CHILE—Hotel and restaurant equipment, kitchen ranges, scales, garbage disposal units, commercial kitchen equipment in general; requests replies in Spanish. Eugenio A. Cabrera R., (salesman), Juan E. Montero 4640, Santiago. WTD 7/22/63.

FRANCE—Refrigerating equipment, accessories. Comptoir General Du Froid, (dealer), 21 rue Honore Tessier, Bordeaux (Gironde).

361 Electric Transmission, Distribution Equipment

GERMANY—Electronic and mechanical controls of all types and description. P. Schulte-Stemmerk K.G., (importer, wholesaler), Duisburg. WTD 7/30/63.

363 Household Appliances

CANADA—Electrical household appliances. Gordon Vacuum Cleaner Co., Ltd., (distributor), 4111 St. Lawrence Blvd., Montreal 18, Quebec. WTD 7/23/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Portable lamps to be used as road signals, camping lamps; requests replies in French. Lynx France, (exporter), 31 rue Boissiere, Paris 16e. WTD 8/25/62.

Bulbs for photographic magnesium flash; requests replies in French. Eska, (agent), 36 ave. de la Bourdonnais, Paris 7e.

366 Communication Equipment

CHILE—Electronic communication equipment; requests replies from manufacturers only. Linea Aerea Taxpa, Ltda., (private airline), 53 Nueva York, Oficina 102, Santiago. WTD 6/26/63.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Automotive accessories such as ash trays, lamps, mirrors; requests replies from manufacturers only. W. H. Blochel, (manufacturers' agent), 59 Dieselstrasse, 565 Solingen-Wald. WTD 7/23/63.

372 Aircraft, Parts

CHILE—Airplanes; requests replies from manufacturers only. Linea Aerea Taxpa, Ltda., (private airline), 53 Nueva York, Oficina 102, Santiago. WTD 6/26/63.

375 Motorcycles, Bicycles, Parts

CANADA—Bicycle; accessories, parts. Gordon Vacuum Cleaner Co., Ltd., (distributor), 4111 St. Lawrence Blvd., Montreal 18, Quebec. WTD 7/23/63.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Spectroscopes, spectrographs; emission spectroscopic instruments. Equipment Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

384 Surgical, Medical, Dental Instruments

GERMANY—Massage equipment, other articles for body building; requests replies from manufacturers only. Anton Gerl, (wholesaler), 31 Neumarkt, 5 Koeln. WTD 7/24/63.

394 Toys, Amusement, Sporting Goods

CHILE—All types of toys. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

GERMANY—All kinds of winter and summer sports articles, equipment; camping articles, equipment; requests replies from manufacturers only. W. H. Blochel, (manufacturers' agent), 59 Dieselstrasse, 565 Solingen-Wald. WTD 7/23/63.

399 Manufacturing Industries

CHILE—Gift articles. Gerardo Rosenberg L., (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

GERMANY—All types of articles connected with mouth hygiene, i.e., tooth brushes, including electric, accessories for teeth preservation. Anton Gerl, (wholesaler), 31 Neumarkt, 5 Koeln. WTD 7/24/63.

Leads for Importers

012 Fruit, Tree Nut, Vegetable Farms

VENEZUELA—C.A. Venezolana de Alimentos, P.O. 8046, Caracas, Attn: Otero Rodriguez (Cable—V.E.N.A.L.C.A.), wishes to export to U.S. up to 60,000 cases of grapefruit in 48—12 oz. cans and 96—7 oz. cans per case. Company ready to ship samples and establish direct contact with interested parties. WTD 6/3/63.

228 Yarn, Thread Mills, Products

GERMANY—Cotton, staple fibre waste and other textile raw materials for spinning purposes. Gronauer Textilbuero, Inh. F. Kuss, 72 Koenigstrasse, 4432 Gronau/W. WTD 7/30/63.

599 Retail Stores

INDONESIA—Balinese wood carvings. For photos write directly to firm. Toko Radja, Djl. Gemblongan 24, Surabaya.

IVORY COAST—African objets d'art (masks, figurines). Diabate Kemoko, B.P. 6210, Abidjan. WTD 7/31/63.

Visiting Buyers and Officials

ECUADOR—Mr. Jose W. Polanco T., representing Fabrica de Fideos y Chocolates "La Favorita," Calle Junin 233, Quito, interested in **U.S. investment in Ecuador; establishment of factories in Ecuador.** August 11 via Miami for two months. c/o Padre Jaime Verdesoto, St. Columbus Seminary, Silver Creek, N.Y., (August 11-September 15); 40-94 Denman St., Apt. 1-D, Elmhurst, N.Y., (September 16 through October 10). Itinerary: Miami; New York; Elmhurst, New York.

INDIA—Jag Mohan Berera (Manager-Development), representing American Refrigerator Co., Ltd., (and ARCO Industries), 12-D Park St., Calcutta-16, interested in **purchasing presses, jig borers, shears, filing machines; a joint venture or collaboration for the manufacture of refrigerator instruments, double contact plate freezers, refrigerated transport and roll formed sections.** Mid-August via San Francisco for one month. c/o Dunham-Bush, Inc., Michigan City, Ind. Itinerary: Chicago, Michigan City, Rockford, Detroit, Dayton, Cleveland, Cincinnati, Washington, New York, Boston.

NIGERIA—Mascot I. Abali, representing Mascot I. Abali and Bros., 2 Hospital Rd., P.O. box 415, Port Harcourt, interested in **importers of used clothing, hardware, paints.** August 5 via New York for five weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Los Angeles.

PAKISTAN—Sheikh Hafeezudin (Chairman) and Sheikh Mahbool Elahi (Managing Director), representing Ethical Laboratories, (Pakistan), Ltd., 26, The Mall, Lahore, interested in **pharmaceutical machinery.** August 30 via New York for four weeks. c/o Smith-Miller and Patch, Inc., 902 Broadway, New York 10, N.Y. Itinerary: New York, Washington, Chicago, Boston, Philadelphia, Rochester, Los Angeles.

PAKISTAN—Ahmed Khan Hushiana, representing Burhan Engineering Co., Ltd., Safe Deposit Chambers, McLeod Rd., Karachi, interested in contacting U.S. manufacturers of **oil milling machinery, super-market equipment, steel, fruit canning plants, poultry equipment.** August 15 via New York for 45 days. c/o Continental Gin Co., Prattville, Ala. Itinerary: Washington, California, Montgomery, Texas, Los Angeles, Chicago, San Francisco.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701954/7

Calendar *for international traders*

August

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

9—Michiana World Trade Club Meeting. **South Bend, Indiana.**

9—Dinner Meeting of the World Trade Club of New York. Windsor Ballroom, Commodore Hotel, **New York, N.Y.** Speaker: Christian A. Herter, the President's Special Representative for Trade Negotiations.

10—Businessmen's Consultations with members of the U.S. Trade Mission to France. 9:30 a.m., Home Service Auditorium, Peoples' Gas Light & Coke Co., 130 South Michigan St., **Chicago, Ill.** Sponsor: Dept. of Commerce's Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

10—Terminal Conference of the U.S. Trade Mission to Belgium. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce's Minneapolis Field Office.

11—Minnesota World Trade Assn. Dinner Meeting. Radisson Hotel, **Minneapolis, Minn.**

11—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Netherlands and Norway. Cherry Plaza Hotel, **Orlando, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations with members of the U.S. Trade Missions to France and the Netherlands. Tampa Terrace Hotel, **Tampa, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations and Luncheon with the full membership of the U.S. Trade Mission to Sweden at the Biltmore Hotel, **New York, N.Y.** Sponsors: Swedish Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

15-19—American Mining Congress and Convention, Biltmore Hotel. **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

17—Workshop on International Law and Contracts, **Kansas City, Mo.** Sponsors: Kansas City International Trade Club and the Dept. of Commerce's Kansas City Field Office.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Mid-America Regional Export Expansion Conference, Travelodge Motor Hotel, **Marion, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

25—Businessmen's Consultations and Luncheon with the full membership of the Trade Mission to France at the Essex House, **New York, N.Y.** Sponsors: French Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

26—World Trade Club of St. Louis annual "Port of New York Night" dinner meeting, Schneithorst Restaurant, **St. Louis, Mo.**

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show, Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

3—Businessmen's Consultations with members of the U.S. Trade Missions to Denmark, Norway and Sweden. Board Room, Seattle Chamber of Commerce, 215 Columbia Street, **Seattle, Wash.** Sponsor: U.S. Dept. of Commerce's Seattle Field Office.

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

8—Mid-America Regional Export Expansion Conference. Lincoln-Douglas Hotel, **Quincy, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Quincy Chamber of Commerce.

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-15—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce of Metropolitan St. Louis.

15—Workshop on Steamship Conference and Ocean Freight Rates, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E.E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

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